

# DISTRIBUTION AND WAREHOUSING



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## RAILROADS HAVE NOT HEEDED I.C.C.'S ADMONITIONS REGARDING STORAGE

Warehouse Executives Testify to Space Over-Capacity and Loss of Revenue Resulting from Trunk Line Carriers' Competition at New York. The Trade's NRA-Approved Cost Finding Method Entered on the Record at Hearings in Ex Parte 104 Part VI. Briefs to Be Filed by Sept. 1.

By KENT B. STILES

THE Interstate Commerce Commission set out to learn, through hearings conducted in New York and which terminated on July 12, whether the trunk line railroads entering New York had heeded its "admonitions" a year and a half earlier to place their subsidiary warehouse storage and handling costs on a compensatory basis.

The Commission learned plenty. Through direct examination and cross-examination of witnesses and through voluminous exhibits introduced, attorneys for the Commission and public warehousing developed testimony and evidence that the railroads generally ignored the "admonitions" except in a few instances, and that the less-than-cost competition complained of by the Warehousemen's Protective Committee has gone on uninterrupted since hearings were first held in 1934 in this case—Part VI of the Commission's Ex Parte 104.

The story as brought out in the

resumed proceedings, which opened on June 24 at the Pennsylvania Hotel, indicated that the only corrective action taken by the railroads was to put through slight increases of rates for storage of certain commodities. These commodities did not include crude rubber and wood pulp, and it was contended that these two together constitute about 66 per cent of the competitive tonnage at the Port of New York.

Various warehousing and storage practices of the railroads include, according to John J. Hickey, Washington attorney for the Warehousemen's Protective Committee, the following:

1. Direct engagement by the carriers in the storage of freight on their piers.
2. Leasing of buildings and space on piers and in railroad freight houses to shippers.
3. Storage of freight in cars for long periods and exempt from the application of demurrage charges.

4. Engagement by the trunk lines in the merchandise warehousing business through operations conducted by allied or subsidiary corporation.

5. Indirect participation in the refrigerated warehousing business by two of the railroads under contracts and subsidiary arrangements.

Through direct testimony elicited from several Port warehouse operators Mr. Hickey placed in the record the results of such competition by the carriers.

Albert B. Drake, a Newark merchandise storage executive, told the Commission that rates had been cut to below-cost-of-service levels; that private warehousemen were unable to obtain sufficient business to pay fixed charges and operating expenses; and that there was more than enough merchandise warehousing space in the Port district to meet demand for twenty years ahead.

Frank A. Horne, a New York

refrigerated storage executive, told the Commission that "over-capacity and keen competition" resulting from railroad warehousing had lowered cold storage rates for handling and storage to sub-normal levels; had reduced occupancy and revenue; and that "the two results together mean destruction of the business of the independent warehouses and a continuous loss in our operations."

The American Warehouseman's Association, merchandise division, throughout the hearing took no contentious position, but Wilson V. Little, the association's general secretary, called by A. Lane Cricher, the division's Washington attorney, expressed opinion that the railroads' cost accounting methods were not on a compensatory basis in the light of long experience by public warehousing's operators. Exhibits introduced in connection with Mr. Little's appearance on the stand included the Merchandise Warehousing Trade National Code Authority's "Method for Determining Reasonable Costs" as approved by the National Recovery Administration.

Through such testimony and exhibits Mr. Cricher endeavored to bring before the Commission the full facts available in the merchandise division in regard to warehousing practices, compensatory

charges and cost information. These data are important to the Trade and are expected to be of considerable importance to the Commission in its deliberations. The information supplied the Commission is significant in that it places sworn testimony before a regulatory quasi-judicial body of the Government as to standard practices in the warehousing industry, the method of arriving at basic costs in the Trade, and a yardstick for measuring the competitive relations among warehouses.

Merchandise warehousing is an industry clothed with public interest, and the interstate character of the transactions were clearly brought out at the hearing in many instances. Also, achievement of stabilization in the Trade is desirable, and this should be helped by the full portrayal of facts before the Commission.

At the conclusion of the hearings the I. C. C.'s presiding examiner, William B. Bartel, director of the Commission's Bureau of Service, announced that attorneys for all interested parties would have until Sept. 1 to file briefs and that the case would be argued orally before the Commission in Washington on a date which will be set after the filing of the briefs.

short, there is not enough business to fill all these warehouses."

"Is that 25 per cent increase of warehouse space within a period of six years a normal and reasonable increase that would be taken care of by market needs and demands?" Mr. Hickey inquired.

"No, that amount of new space added to this district for that time was very abnormal," Mr. Drake answered. "It would be a lot of space to add in a period of twenty years, and I do not foresee any market need or demand for it in less than twenty years."

Frank A. Horne, president of the Merchants Refrigerating Company, New York, testified, in response to questions by Mr. Hickey, that during fifty years up to the close of 1930 the cold storage warehousing industry at the Port of New York had placed on the market 33,688,546 cubic feet of refrigerated warehouse space; and that within the past three years the Seaboard Terminal and Refrigerating Company, Newark, affiliated with the Erie Railroad Company, and the Harborside Warehousing Company, a Jersey City firm allegedly a subsidiary of the Pennsylvania Railroad, had added 8,500,000 cubic feet, or 25.2 per cent. Testifying further, Mr. Horne said:

"The percentage of occupancy of the refrigerated space afforded by the public warehouse companies of the Port of New York district ranges from 61 to 82 per cent of the space which was available. That reflects my judgment based on my active contact with the cold storage warehouse business. My judgment is that when the Seaboard and the Harborside warehouses were opened for operation, there was then an unused capacity of at least 30 per cent of the facilities then afforded by the public cold storage warehouses of the Port of New York district, not including the new facilities of the Seaboard and Harborside."

Mr. Hickey inquired regarding current occupancy of refrigerated space, and Mr. Horne said that reports indicated that it was less than 50 per cent, "with unused space of well over 25,000,000 cubic feet capacity" if the latter included the facilities of the railroad warehouses. In Jersey City and Newark alone, he testified, the total cold storage space now available was 9,260,000 cubic feet, the additional facilities placed on the market by Seaboard and Harborside having added 92 per cent to the space in those two cities.

This "over-capacity and keen competition," Mr. Horne continued, had reduced cold storage warehouse rates for handling and storage to sub-normal levels and had decreased percentage occupancy

## Warehousing Presents Its Case

**ALBERT B. DRAKE**, president of the Lehigh Warehouse & Transportation Co., Inc., Newark, was called by Mr. Hickey as the first of warehousing's witnesses. Recalling that Mr. Drake had testified, at the hearings several years ago, to alleged unjust discriminations resulting from railroad practices, Mr. Hickey asked the witness whether such discriminations had been "diminished or corrected" since then. Mr. Drake replied:

"No, the discriminations have not been discontinued and the injurious effects are worse now than the results portrayed in our evidence which was submitted at the former hearings."

Asked regarding "large excess of warehouse space, over capacity" of the Port's merchandise warehouses, Mr. Drake said that the Department of Commerce figures showed approximately 66 per cent occupancy; he added: "I should think that 50 per cent would be a conservative figure, as the Department of Commerce figures are not complete. Several of the ware-

house companies do not turn in reports to the Department."

Mr. Drake said that since 1929 the New York Central, Lackawanna, Lehigh Valley, and Pennsylvania railroads had placed approximately 6,185,000 square feet of merchandise storage space on the market at New York, whereas, since the Civil War, the privately operated merchandise warehousing industry had placed about 20,450,000 square feet on the market. "The new warehouse projects which I mentioned," he testified, "added more than 25 per cent to the warehouse space that had been developed by the public warehousemen during the past seventy years."

"What are the results and effects of this over-capacity?" Mr. Hickey asked.

"Very active and keen competition for warehouse business, cutting rates below cost of service levels, and inability to obtain sufficient warehouse business to pay fixed charges and operating expenses of any large warehouse enterprise," Mr. Drake replied. "In

and reduced revenues of the public warehouses. "The item of reduced occupancy," he testified, "is even more harmful than cut rates, and the two results together mean destruction of the business of the independent warehouses and a continuous loss in our operations."

"In view of the over-capacity of cold storage warehouses as stated in your testimony," Mr. Hickey inquired, "would it have been possible to raise capital to build the new cold storage warehouses of the Seaboard and Harborside companies at the time those warehouses were constructed, in the absence of the use of railroad credit and funds for that purpose?"

"It would not be possible," Mr. Horne replied, "for promoters of such new warehouse enterprises to show a future business or prospective earnings sufficient to persuade bankers or any informed investors that there was a possibility of a fair return on the capital invested in the new warehouse enterprises."

Asked by Mr. Hickey as to whether "the injurious effects" had been "diminished by corrective action taken by the carriers" since the I.C.C. hearings in 1933, Mr. Horne answered "No" and said that railroad-added space had compelled his own company to reduce its capacity by about 1,000,000 cubic feet since 1928.

S. J. Steers, vice-president of North River Stores, Inc., New York, testified at length regarding alleged discrimination against merchandise warehousing as a result of purported practices by the Erie Railroad in connection with three warehouses of Independent Warehouses, Inc. The Erie assumed the expense of trucking freight, carload and less than carload lots, between its stations and these three warehouses under a plan which made these warehouses "inland stations" of the railroad, Mr. Steers told the Examiner, whereas all competing warehouse companies had to bear the costs of trucking freight between their own warehouses and the regular railroad freight stations.

#### Loans to Railroads

Mr. Hickey called E. F. Morgan to the stand as an expert to testify to the large sums of money which the United States Government had loaned to the trunk lines, and to the general freight rate increases which the I.C.C. had authorized the trunk lines to make. The purpose of this testimony, which was accompanied by voluminous exhibits, was to show that the trunk lines were dissipating their funds, thus impairing their ability to pay the loans; and were, through allegedly unlawful storage and ware-

housing practices, wasting the revenue from the increased rates. In other words, Mr. Hickey sought to show, the privately operated warehouse firms were being subjected to a competition arising not only from *ultra vires* activities by the trunk lines but to unfair competition supported by Government loans and fostered by repeated increases of rates for transportation services.

The next witness was Rodger Walker, representing the trustees of the Bush Terminal Company, New York. He was called by Charles E. Cotterill, attorney for the Port operators who are members of the New York Warehouse, Wharf & Terminal Association.

#### "Free" and "Bonded"

Mr. Walker testified that, in every physical sense, "free" public warehouses are the same as "bonded," the difference in the terms having to do with protected areas in which, respectively, import goods are placed when not subject to duty or upon which duty has been paid, on the one hand, and goods which are subject to duty but on which duty has not been paid, on the other hand. "Appraisers' stores" were described by Mr. Walker as places where Government appraisals of samples are conducted.

These various definitions were given by Mr. Walker for the purpose of establishing lack of any factual foundation for a distinction of railroad line haul charge on traffic which is truly imported dependent upon the details of land structure out of which it may move by railroad.

The New York waterfront warehouses are urging, among other things, that the railroad practice of limiting the application of the lower import line haul freight rates to goods moving out of railroad warehouses or bonded warehouses or appraisers' stores is an unlawful concession by the railroads to their own warehouse activities.

Mr. Walker further pointed out that lately there had been imposed, by the railroads, a charge of 50 cents a ton for loading and unloading lighters containing *domestic* freight but that the railroads were imposing such charge on *import* freight taken out of "free" commercial warehouses, on the ground that imported goods lose their characteristics of "imports" if stored in free commercial warehouses.

The concluding witness for warehousing was Wilson V. Little, Chicago, general secretary of the American Warehousemen's Association and who was secretary of the now-defunct national Code Au-

thority for the Merchandise Warehousing Trade under NRA.

Mr. Little was called by A. Lane Cricher, Washington attorney for the merchandise division of the A.W.A., not to place the A.W.A. on record one way or the other in the controversy, but to testify regarding public warehousing's accepted standard practices, including those practices having to do with storage-in-transit.

Through Mr. Little's testimony, Mr. Cricher was able for the first time to place in the file of the Interstate Commerce Commission certain documents which have figured importantly in the business activities of the members of the A.W.A. These, formally entered as exhibits, are as follows:

1. (Exhibit A63), the NRA Code of Fair Competition for the Merchandise Warehousing Trade.

2. (Exhibit A64), the "Method for Determining Reasonable Cost in the Merchandise Warehousing Trade" as approved by NRA on Sept. 6, 1934. This is the non-mandatory cost accounting method prepared by the national Code Authority.

3. (Exhibit A65), the text of the Code Authority's notice (of last February 23) announcing its action in approving the lowest reasonable cost of the most efficient and lowest cost operator in the New York locality for storage and handling services.

4. (Exhibit A66), the Code Authority's findings with relation to such services.

5. (Exhibit A67), the report of the Code Authority's committee on ports charges tariffs as submitted at the American's annual meeting, at New Orleans last February, on behalf of Slater C. Blackiston, New York, the committee's chairman. This exhibit includes also the member-discussion which followed the presentation of the report at New Orleans.

#### A.W.A.'s Position

Mr. Little in his testimony explained in detail the methods followed by warehousemen in arriving at their storage and handling costs, citing all the factors, and expressed his judgment that the cost accounting methods of the railroads, as set forth in exhibits previously introduced, did not assure compensatory charges by the railroads.

No contentious position was taken by the A.W.A. in Mr. Little's testimony; he endeavored only to bring before the Commission at this hearing all of the facts with which the association was familiar and which appeared to be of direct interest to the Commission at this time.



In analyzing storage and handling costs, the method used by the rail carriers in arriving at their figures was discussed in detail. It was pointed out that the railroads had definitely adopted a basis of 100 per cent occupancy for 365 days in the year; that the carriers determined the number of square-foot days of occupancy—that is, the number of square feet actually occupied—and multiplied them by the number of days so occupied; this they divided by a figure representing the total number of revenue-producing square feet multiplied by 365. This ratio was used with the total cost of the revenue-producing space for the year; and hence the unoccupied revenue-producing space for the time it was idle during the year

was not taken into consideration in the carriers' cost data.

It was pointed out by Mr. Little that the revenue-producing space was generally approximately two-thirds of the gross area, and that a public warehouseman considered his business as doing well if two-thirds of this revenue-producing space was occupied throughout the year, on the average.

With the many references throughout the hearing to the Code methods of arriving at cost, to the New York lowest reasonable cost Code rates, and to compensatory warehousing charges, it appeared directly that the evidence presented by the A.W.A.'s merchandise division was of pertinent value to the Commission, giving the full picture of the situation.

road, testified that the Erie showed losses on 90 per cent of its storage-in-transit business in the New York area. This 90 per cent was entirely crude rubber, he said, because all storage business in other commodities had been "driven away" by increasing handling and storage charges in compliance with the I.C.C.'s admonition.

Rates on crude rubber, wood pulp and clay, Mr. Gray continued, had not been increased; had they been raised, he said, the road, to maintain the business, would have had to reduce its line-haul rate and thereby lose considerable revenue. The road actually profits now from the entire transaction, including transportation to Akron, the witness stated, despite losses on storage and handling; the average return is \$260 a car on crude rubber shipped from New York to Akron, about 40 cents a car mile.

Extension of storage-in-transit privileges from one year to two and one-half years on crude rubber was necessary, Mr. Gray said, because of competition from canal boats, which, he declared, provide free winter storage-in-transit and charge only 32 cents a 100 pounds from New York to Akron, compared with the rail rate of 40.

Mr. Gray, it developed, several years ago conducted negotiations, between rail traffic officers and crude rubber representatives, which resulted in an agreement that if the storage and handling charges were not increased, the rubber traffic would be given to the railroads in preference to other means of transportation. It was brought out that this agreement affected such shipments only from New York to Akron.

Thomas W. Hulme, president of the Harborside Warehouse Company, Inc., a Pennsylvania Railroad affiliate in Jersey City, testified that the dry storage area of the building was 46 per cent filled and the cold storage department about one-third occupied. The General Cold Storage Company of New Jersey, which operated the cold storage department from its opening in 1930 until the company was dissolved in June, 1934, did not pay any rental, the witness said.

Questioned regarding rental allowances to other tenants, Mr. Hulme testified: "I think we made some time allowance to let them get settled down. The same thing is done in every office building with regard to rent."

Mr. Hulme said crude rubber was not being stored in the Harborside warehouse because "there was nothing in it."

Charles E. Cotterill, counsel for a Port group of independent warehouses and terminals, engaged in

## Railroad Executives Testify

THE first of the railroad witnesses was D. T. Lawrence, chairman of the Trunk Line Association. As reported in the July *Distribution and Warehousing*, Mr. Lawrence conceded that the carriers had not increased rates on crude rubber and wood-pulp and that they had not discontinued the practice of low-rate insurance favoring shippers.

Nat Duke, a former vice-president of the Delaware, Lackawanna and Western Railroad in charge of traffic, testified that the Lackawanna Terminal Warehouses, Inc., Jersey City, was corporately independent of the railroad.

There was placed in the record a letter in which an officer of the warehouse firm reported to Mr. Duke on warehouse business, and William J. Walsh, attorney for the I.C.C., sought to establish that the warehouse company had been so organized as to be free from I.C.C. regulations.

J. E. Elliott, in charge of storage in transit operations of the Lackawanna, admitted that space on the carrier's piers at Hoboken and Jersey City was vacant but said the piers were not used for transit storage. He gave the opinion that the warehouse was used, instead of the vacant pier space, because storage in the former was more economical in the long run.

W. J. Northup, president of Lackawanna Terminal Warehouses, Inc., said his firm charged varying rates for storage and transit facilities. Asked why storage space was sold to one organization for 25 cents a square foot when others

were charged 35 and 40 cents, Mr. Northup said that in the first instance he asked 32 and later 30 cents but that the New York Dock Company offered the same rate and to off-set the handling charge, and in order to get the business he had to drop to 25 cents. The rates charged by the Lackawanna were, he insisted, compensatory as requested by the I.C.C.

Witnesses for the Baltimore & Ohio said that certain of its rates and charges relative to warehousing had not been increased to the point where they were compensatory.

Golder Schumate, vice-president in charge of freight traffic, declared "we could not increase rates without decreasing our revenue."

With regard to insurance of 8 cents for \$100 of value, both Mr. Schumate and Omer S. Lewis, general freight traffic manager, testified they did not consider the rate one for insurance but one for the exemption of liability, and added that competition would not permit them to increase the rate.

Mr. Lewis testified that through the adoption of certain higher rates for storage-in-transit as of June, 1933, the B. & O. had lost nearly all such business on the commodities to which the rate applied. Conceding that the rate on crude rubber had not been raised, he declared that the rate charge was "not fully compensatory but it does more than cover the cost by all the yardsticks by which we measure."

David L. Gray, vice-president in charge of traffic of the Erie Rail-



a verbal tilt with M. B. Pierce, assistant general counsel for the Erie railroad, which several years ago was fined for violation of the Elkins Act.

"I think if I had been more on the job," Mr. Cotterill said, "there would have been more indictments. I am beginning to think my duty would command that I should be a little more stringent in my attitude toward some of these practices."

Mr. Cotterill sought to show that the leasing of pier space by the Erie to certain flour companies and dealers for storage was done at rates which brought costs under those provided by tariffs for storage-in-transit.

The I.C.C. Counsel, Mr. Walsh, asked Hudson J. Bordwell, Erie's general manager for Buffalo and Eastern territory, whether, of his own volition, he had attempted to correct any of the abuses outlined by the I.C.C. in its report in 1932 on rail warehousing and storage practices at New York.

"No, sir," replied Mr. Bordwell.

Mr. Pierce objected unsuccessfully against the naming of Erie pier lessees.

"Since when did railroad service become secret service?" asked Mr. Hickey, counsel for the Warehousemen's Protective Committee.

"Well," responded Mr. Pierce, "not being familiar with secret service, I cannot say."

Mr. Bordwell testified that the Pillsbury Flour Company leased 5000 square feet of space on an Erie pier at Weehawken, N. J., for which it pays an annual rental of 21 cents a square foot; that the Raymond Hadley Corporation pays 27 cents a square foot on an area of 450 square feet at a nearby pier; and that the Washburn-Crosby Company leases 2500 square feet on another Weehawken pier, the rental not being given.

Oscar A. Frausom, superintendent of lighterage for the Erie, testified that the Erie still had about \$150,000 of fire insurance outstanding, for which it charged a rate of 8 cents for \$100 of value.

Conceding that a majority of the Harborside Warehouse Company's management consisted of Pennsylvania railroad officers, counsel for the railroad denied that the carrier operated the Harborside, which owns a building described as "larger than the Empire State Building."

George L. Morrison, vice-president in charge of Harborside's operations, testified that the president of his company was Thomas W. Hulme, vice-president of the Pennsylvania railroad in charge of real estate.

Under examination by Mr.

Walsh, Mr. Morrison admitted that most of his fellow officers were Pennsylvania officials and that the Pennsylvania had lent Harborside \$50,000 for purchase of equipment.

"I certainly insist that it is not a Pennsylvania Railroad-operated warehouse," Guernsey Orcutt, assistant general counsel of Pennsylvania, declared.

Mr. Morrison said Harborside received less business from the Pennsylvania than an independent warehouse might expect and expressed the hope that the Pennsylvania would "hustle" some business, but insisted that the warehouse "is my baby."

Fifty per cent of the 1,750,000 square feet of floor space in Harborside's dry storage unit is occupied, according to Mr. Morrison, who said that a rental of 75 cents a square foot a year is necessary to compensate the warehouse company. He emphasized that in renting space he insisted on rentals which were compensatory.

Attorney Walsh for the I.C.C. sought to show that shipments of flour had been permitted to lie in unleased transit-storage space for more than the 10-day free storage period, without storage charges, at Pennsylvania railroad piers.

C. J. Brister, vice-president in charge of freight traffic for the New York Central Railroad, announced cancellation of one of the terminal storage contracts into which I.C.C. is inquiring.

The lease was between the New York Central and the United Flour Trucking Corporation and covered storage at Port Morris, 149th St. and the East River. The agreement, which permitted the trucking concern to store flour in cars at the terminal without payment of demurrage, was to be ended on August 1, Mr. Brister disclosed.

#### A Bit of Irony

G. E. Gelatt, traffic manager of the New York Central, said the latter made an agreement with the other lines serving New York to refrain from such practices but that the Lehigh Valley and then the Erie broke the agreement, forcing competitors to follow. Mr. Gelatt said his company sought unsuccessfully to renew the agreement on June 12, which was twelve days before the current hearing began.

"Did you make this attempt because these hearings were pending?" Mr. Walsh asked.

"Well, nothing was said about the hearings," said Mr. Gelatt.

"I am sorry the record can't catch the inflection of your voice," Mr. Walsh commented.

Mr. Brister was asked whether he considered agreements between

the railroads more important than the I.C.C. regulations.

"I have the greatest respect for the Commission," replied Mr. Brister, "but at times we have an honest difference of opinion over the construction to be placed on the regulations."

Mr. Hickey asked Mr. Brister whether the New York Central contemplated building more warehouses to lease to shippers. Mr. Brister replied that he knew of no such plans.

Walter W. McCoubrey, traffic manager of the Boston Port Authority, informed the Commission that other Atlantic seaports strongly protested the action of New York carriers in supplying free pier space for storage to shippers in the New York Port.

Acquisition by the Lehigh Valley railroad of an unprofitable commercial structure to protect a freight yard and adjoining property was described by Clayton E. Hildum, Lehigh Valley's executive vice-president.

Mr. Hildum testified that arrears for rentals owed for space in the railroad's Starrett-Lehigh Building, on West 26th Street, New York, amounted to \$128,000 on April 30.

Ralph B. Sturm, a special agent of the I.C.C., introduced an exhibit showing that the building lost \$304,254 in 1933, \$200,663 in 1934, and \$58,030 in the first four months of 1935, all before depreciation.

The structure was taken over, Mr. Hildum explained, because the railroad desired not to lose the land or the business provided by tenants; it was believed, he said, that it might become an "incubator for traffic for the Lehigh Valley." The greatest factor, he declared, was the preserving of the freight yard there, owned by the Lehigh Valley.

In setting rentals, Mr. Hildum said, the company obtained "what the traffic will bear," adding that "every deal is a horse trade not only with our warehouse but with every warehouse." Free rental for as long as a year had been granted, he said, while alterations to suit the needs of tenants usually had been made at the company's expense.

Richard W. Barrett, vice-president and general counsel of the Lehigh Valley, insisted that the Starrett-Lehigh Building was a "beautiful industrial building and not a warehouse."

Rates for storage-in-transit for crude rubber were not increased by the Lehigh Valley in compliance with the I.C.C.'s recommendation that they be made compensatory, according to Albert C.

(Concluded on page 13)

Diversey Corporation  
Is Building

# FLEXIBILITY IN DISTRIBUTION SPOT STOCKS IN 36 WAREHOUSES

*This is the third of a series of articles  
about traffic managers on the job*

**T**HE problem of the Diversey Corporation, Chicago, Illinois, manufacturers of "Diversol," a disinfectant, cleanser and deodorant used by food manufacturers, cold storage warehouses, etc., was to find a method of nation-wide distribution, for its forty products, such as would assure quick delivery and twenty-four hour service from any industrial center in the United States.

At the start, twelve years ago, the company shipped all orders direct from the factory in Chicago and from two key warehouses, one in New York City and the other in San Francisco. Sufficient stock was carried in the two warehouses to take care of immediate territory requirements. The bulk of orders was shipped direct from the Chicago factory.

As the volume of business increased, the traffic department was expanded, and E. L. Kibling was added to the official family as traffic manager in charge of distribution problems. He is a youthful

executive thoroughly trained in traffic intricacies. As a matter of fact the entire official family are rather young men, full of aggressive ideas and thoroughly alive to the necessity for getting their products to the customer in the quickest possible time after the salesman has obtained his signature to an order.

The products of the Diversey Corporation are of the non-perishable type and are sold and shipped in sealed containers in unbroken case lots. With this base to work on, it was evident that warehousing problems could be reduced to a minimum, involving merely the shipping of car lots to strategically located trans-shipping points, and the reshipping to customers in the original packages.

Starting from this foundation involving the commodity itself, Mr. Kibling and the official family decided to make use of the facilities provided by bonded warehouses in important commercial centers in the country. The services of a

chain warehousing organization\* was retained, with the result that a stock of sufficient size to take care of each territory's requirements was stored in each of nearly forty large key cities.

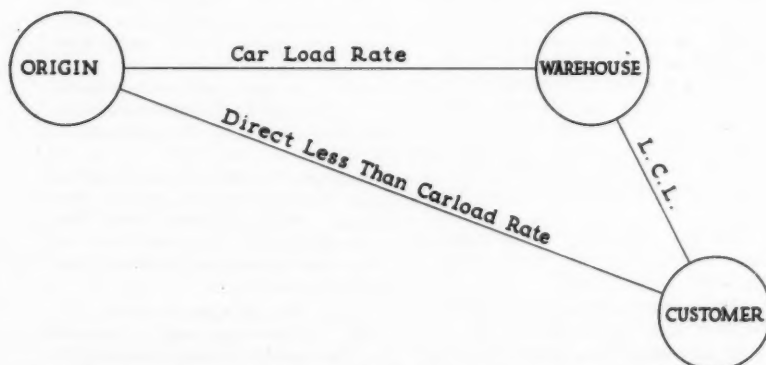
These warehouses are so located that twenty-four-hour delivery service is guaranteed every customer wherever located. This is a feat which had been impossible of accomplishment under the old method of shipping direct from the factory or from one of the two original coastal branches.

**S**ALESMEN'S orders, in most instances, are sent direct to the warehouse supplying their territory, in order to speed up delivery. It is done in this way:

The original customer's signed order is mailed to the home office in Chicago. At the same time the salesman makes out a warehouse withdrawal order in triplicate, two copies of which he mails direct to the warehouse, which prepares the bill of lading and makes the shipment to the customer, without waiting for confirmation from Chicago. The other copy is attached to the salesman's order. The warehouses are provided with an approved customers' list. The warehouses are authorized to fill orders from customers listed without the formality of confirmation from the Chicago office. All salesmen's orders are released by the warehouses whether on the approved list or not.

The entire system of accounting and recording orders transmitted to and reshipped from warehouses is very simple, involving the use of only a few printed forms. The

\*The American Chain of Warehouses.



It is Diversey's experience that the carload rate from the Chicago factory to a warehouse where a stock is spotted, plus the charges of the warehouseman, plus the less-than-carload rate from warehouse to customer, is generally lower than the direct less-than-carload rate from the factory to the customer.

# WITH

By Don H. Wimmer

principal of these is the triplicate salesmen's order; and the warehouse withdrawal order, also in triplicate. Wherever warehouse forms conform to the company's standard forms, they are used. Otherwise forms are supplied to conform with the company's accounting system.

**T**HE Diversey Corporation sell its products direct to the ultimate consumer—usually manufacturers and producers of foods and dairy products—thereby obviating the use of middlemen. This set-up naturally calls for a widespread distribution system of flexible type. It was evident from

**ORDER ON WAREHOUSE**

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Warehouse \_\_\_\_\_ Date \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Please ship the following from our stock: To \_\_\_\_\_

\_\_\_\_\_ Customer \_\_\_\_\_

\_\_\_\_\_ Street Address \_\_\_\_\_

\_\_\_\_\_ City & State \_\_\_\_\_

\_\_\_\_\_ on Customer's Order No. \_\_\_\_\_

\_\_\_\_\_ From Lot No. \_\_\_\_\_

On \_\_\_\_\_ Date \_\_\_\_\_ Via \_\_\_\_\_ Please forward delivery ticket or Bill of Lading Promptly to

Carrying charges to be ☐ Prepaid  
or ☐ Collect

or ☐ ship C. O. D. and collect \$ \_\_\_\_\_

**THE DIVERSEY CORPORATION**  
53 West Jackson Blvd.,  
Chicago, Ill.

the beginning that warehousing facilities was the only alternative from establishing costly branch houses or company-owned terminal warehouses.

With a country-wide business steadily growing in volume, the company was faced with this alternative some five or six years ago. As a matter of first cost of distribution it was economical to ship direct from the factory in Chicago. As the business grew, however, and speed in filling orders became increasingly necessary and imperative to overcome intensive

competition, it was apparent that some method of storage in sales zones would facilitate fast shipment of orders.

The storage of stocks in bonded warehouses was the answer to the perplexing problem. It is true that this involved the added cost of transshipment from the warehouses after delivery to them in car lots, to which was added the cost of storage, which in the case of the Diversey Corporation is based on number of packages stored; plus the expense of filling out bills of lading and rehandling



Map showing cities where Diversey places stocks in public storage.



for shipment to customers. In the majority of cases, however, this added cost does not amount to as much as though individual shipments were shipped direct to the customer from the factory at less than carload rate. In a few isolated cases where regular package cars are run between certain cities on regular schedule a slight difference may be noted.

The cost of shipping, as a whole, including warehousing costs, has been found to be satisfactory in view of the speed of delivery achieved by having stocks located within short-haul distance of customers.

The nature of the business of the Diversey Corporation precludes the economical use of company-owned branch houses with their fixed and inflexible overhead cost regardless of the volume of business during the year. The use of bonded merchandising warehouse facilities offered a storage and shipping service which met the rigid requirements of the company.

This method of distribution has been found to be so satisfactory that the Diversey Corporation is gradually expanding the number of warehouses used. On the whole, the company has been well satisfied with the type of service rendered by the individual warehouse units, and can see little room for improvement.

**T**HE principal products of the Diversey Corporation are Diversol; Diversey Protex Metallum; Diversey White Flakes; Diversey Relion; Diversey Silico; Diversey Ampolite, and Diversey Circle B. These products are packed and

shipped in barrels, kegs and drums, making warehousing, trucking and shipping an easy matter.

The officers of the company are H. W. Kochs, president; Louis Shere, vice-president; W. D. Kennedy, secretary-treasurer; O. E. Soderberg, assistant secretary, and E. L. Kibling, traffic manager.

The Diversey Corporation was first started purely as a local enterprise supplying only the immediate Chicago home territory. The products of the company were so well and enthusiastically received by manufacturers and warehousemen of food and dairy products which demanded a deodorant that really did good job of deodorizing, that Mr. Kochs soon realized that his company possessed a commodity with a nation-wide use. It was at this time that the two costal terminal warehousing contracts were consummated.

It was not long after this that it became apparent that as heavy a product as barrels and kegs of the Diversey products not only accumulated a somewhat topheavy freight charge in less than carload shipments to customers at destinations several hundred miles from terminals, but also required too much transportation time. These two considerations both entered strongly into the picture of local and national competition, which was a hard handicap for field salesmen to overcome.

It was at this stage of the business that the wisdom and service of a nationally known chain system of merchandising warehouses was consulted and immediately retained to aid in providing a system

of zone storage and trans-shipping service which dovetailed smoothly with the company's national sales system.

As both direct salesmen and direct mail advertising are used to promote sales direct to the consumer, the zone system of bonded warehousing proved doubly valuable inasmuch as all orders, whether secured by salesmen or by mail, are sent to and shipped direct from the zone warehouse nearest the origin of the order, assuring prompt and low cost shipment to the customer.

**A**LL warehouse accounting is done in the Chicago office, as the nature of the commodity, in large containers and consisting of a comparatively small number of different items, makes the problem of the invoicing of stocks on hand at the different warehouses practically automatic: easily checked by checking withdrawals against shipments from factory to warehouse.

The Diversey Corporation, according to Kochs, has developed a promising export business handled from the New York, San Francisco and Seattle warehouses. These terminals each carries a much larger stock than the average throughout the country, thereby entailing larger carlot shipments from factory to warehouse with consequently lower freight rates and handling charges per shipment. Large export orders are shipped direct to the warehouses from the factory. The cargo is then loaded from the warehouses onto ships.

## Illinois Enacts a Warehousing Law Based on Best Features of the Statutes of Other States

**A** COMPLETE new warehouse law for Illinois, known as General Order No. 139, became effective on July 1. It repeals all previous warehouse regulatory laws relating to the storage for compensation of personal property, with the exception of the Act of July 1, 1917, providing for the regulation of storage of certain articles of food in cold storage warehouses; and the uniform warehouse receipts law, which remains unchanged as passed July 1, 1907, and is retained as a part of the general order.

The Illinois Commerce Commission spent a year and a half study-

ing the laws of all of the other States, and the new Act is the result of the selection of the best features of all of the State warehousing laws now in force. The Commission is quite proud of its work and regards the Act as a model for other States interested in affording the public the most protection from unscrupulous warehouse organizations.

While the basic features of the new Act are similar in many ways to the old ones, the regulations have been strengthened and clarified in many respects, and provide for an increase in license fees to \$50 a year.

Applicants under the new law may file either a regular surety bond or legal liability policy. The amount of the bond ranges from \$5,000 for less than 20,000 net square feet of floor space devoted to storage of personal property, to \$25,000 for 300,000 square feet of floor space, and \$5,000 for each additional 100,000 net square feet.

Signs with lettering approximately three inches high are required to be painted or placed on the front window or door of the warehouse and in a conspicuous place on all vans, trucks and other vehicles used by the warehouse in

(Concluded on page 43)

## Railroads Have Not Heeded I.C.C. Admonitions

(Concluded from page 9)

McIntyre, the railroad's assistant freight traffic manager, who explained that competition would not permit an increase in storage rates. Furthermore, he testified, it would be in violation of gentlemen's agreement made several years ago by the trunk lines with the Firestone, Goodrich and Goodyear companies for shipping crude rubber to Akron. In the extension of periods of storage-in-transit on crude rubber, Mr. McIntyre said, four years had been the maximum allowance.

Philip D. Jonas, assistant controller of the Delaware, Lackawanna & Western, testified regarding the operation of the warehouse of the Lackawanna Terminal

Warehouses, Inc., a Jersey City subsidiary, from April, 1930, to last May 31. He explained that book loss of \$1,391,170 sustained by the railroad was not an actual loss but "an amount indicating loss of return on the railroad's investment and depreciation." Actually, he said, the warehouse shows a profit before reductions for interest and depreciation.

From October 1, 1934, to May 31 last, according to Mr. Jonas, operations of the warehouse resulted in a profit of \$12,507 after all reductions, including rentals paid to the road. This, however, does not include several month's rent at about \$8,000 a month still owing road from warehouse.

put up and which were shown to be a burden to them; that they had not lived up to tariffs on rentals of space; that such rentals in freight stations were to hold shipments to the rails by giving facilities that produced a preference; and that freight had been held in cars beyond the prescribed time without charge.

Vice-presidents, general managers, traffic managers and others did their best to show "competition required it!" One railroad stated that it made money on storing and shipping rubber to Akron, when the figures were combined. The figures given showed that while the rate from New York to Akron on 60,000 pounds of crude rubber was 40¢ per 100 pounds, after deducting the storage costs, it was equivalent to receiving 20¢ per 100 pounds for the line haul, or in other words, reducing the rate by 50%. It was also stated that the average line haul expense for that railroad in 1934 was 16.6¢ per car-mile. As 20¢ per 100 pounds produces 19.5¢ per car-mile, the net revenue from operation would be about 3¢ per car-mile. The statement was made at the hearing that the testimony of the carriers seemed to invite a reparation case by consignees who did not require the expensive in-transit storage service.

The railroads have always said they were not producers of traffic—that they were merely barometers of the communities they served. Has this condition changed? Are the railroads affecting the movement of freight to-day? At least some things they do have a tendency to injure certain localities. Take the case of unboxed automobiles shipped from Detroit to New Orleans or New York, for export, and it is astounding to find the rate to New Orleans 17¢ per 100 lower than the rate to New York, although the distance is over 500 miles greater!

It is time that some system of rate-making be devised that can be a reliable yardstick, so that fair treatment may be accorded to all, and so that the methods used may be understood by others than rate experts and legal wizards!

It is necessary to have the great railroads of the country successful—earning good returns, and thereby able to expand in a service which is ever more exacting as the time goes on. If such service by its reliability—by the fairness of its rate structure—inspires the confidence of the shipping public, the railroads will continue to be an important factor in the industrial development of this country.

## Some of the Highlights as Interpreted

By a Port Warehouseman

THROUGH the able attorney for the Commission, William J. Walsh, some of the practices of the carriers were made to stand out like the proverbial sore thumb. At one time during the hearing it was shown that consignees of flour in various parts of the Port, leasing freight station space to save the storage expense that would otherwise accrue, were receiving more facilities than were paid for. One witness, in admitting these facts, remarked that "one such blunder resulted in an indictment by the Commission." The general counsel for the line remarked, "Yes, it cost us \$10,000, and we had to borrow the money from the Government to pay the fine!"

The meat of the storage case was that the Commission had found the rail carriers publishing storage rates below the costs of the services, and of expending large sums in providing warehouses, competing with private industry, for the express purpose of inducing freight shipments to their lines. Such practices appeared to violate the Interstate Commerce Act, which plainly forbids preferences to particular shipments and particular shippers. The present hearing was to check up to see "what the carriers had done about it." Actually it was to show that they had not carried out the terms of the decision.

One witness stated that "our legal department told us we did not

have to stop insuring storage freight at the tariff rate of 8¢ per \$100 per year", even though it had been shown that some storage buildings carried a rate of more than one dollar per \$100. The real reason, however, was the other carriers were giving the low insurance rate, and competition required it.

After the 1933 hearings the carriers, in concert, which is the usual method of procedure, increased the storage rates on most commodities, making two classes which divided at the 24,000 pound carload minimum. Freight with a minimum carload of 24,000 pounds and higher took one rate, and that with a lower carload minimum a higher storage rate. These charges were fair from the general standpoint of public warehousemen, although not a scientific method of making such rates. It was realized that, to expect the railroads to make rates for each commodity, would impose a hardship upon them. Public warehousemen have rules and schedules which permit them to make storage rates that will bring a known return per square foot on the space used. They did not want the job of educating the railroads.

The deficiency of the railroads in this recent hearing was that they had not increased storage rates on crude rubber, woodpulp and bulk clay; that they had not changed their relationship with the large warehouse buildings they had

# AVOID GUESS WORK WHEN SALES AREAS FOR

**T**HE most common error in laying out sales zones is that of grabbing an atlas and following the population. For the first three cities—New York, Chicago and Philadelphia—this happens to be safe; these three so far outstrip all other metropolitan centers as markets that an error is not possible. Even to proceed to the next two in population, Detroit and Los Angeles, may not be sadly wrong. But beyond these five such a plan would miss half a dozen of the best markets, in setting up a dozen or twenty selling zones, and at the same time be spending time and money in another half dozen centers where the possible volume is less than at some cities overlooked.

Experienced sales and traffic managers know the fallacy of merely following population. Yet to do so is so simple that many distributing concerns adopt the Federal Census as sole guide and let it go at that.

Any marketing "plan" based entirely on population figures is foredoomed to disappointment. A schoolboy knows that population in the South is no index to buying power; that Chicago and Washington are much unlike in the goods they consume, not to mention the average income per family of their colored people. Actually the quan-

tity of goods sold in a market hangs on more factors than the single one of number of people. Population, it is always true, is one important element; the amount of money people have to spend (their earnings) is another; the number of places they have to spend it in (number of retail stores, etc.) is yet another.

Population must ever remain as a leading guide; but, as we have indicated, the Census must be accepted with caution. A distributor of goods is looking to sales. He is not a statistician whose chief concern is nice columns of figures!

Even with the first ten cities, discrepancies are sufficient to make a manager pause. The rank of these ten, first as Census cities, second as centers of actual buying population (known as the "metropolitan district") are as follows:

City	City in Population	As a Metropolitan Market
New York.....	1	1
Chicago.....	2	2
Philadelphia....	3	3
Detroit.....	4	6
Los Angeles....	5	4
Cleveland.....	6	10
St. Louis.....	7	8
Baltimore.....	8	12
Boston.....	9	5
Pittsburgh.....	10	7

Only with the three largest is the ranking of the city the same as that as a marketing zone. For Boston the difference of importance is striking; it ranks ninth as a city

but fifth as a market. Pittsburgh, tenth as a city, is seventh as a metropolitan market.

When twenty cities, rather than the first ten, are considered, the differences become more marked. It quickly becomes clear that Census figures are a misleading guide to judge markets.

For a food or drug article, density of population often becomes important to know. Such goods sell somewhat in ratio to number of people within a given distance of a retail outlet. To indicate the wide diversity in density of population within our cities, we have prepared the accompanying Table II.

If our cities had never altered their boundaries, figures of population would have more meaning. But, in the mad rush to rank high in population, cities have not waited for people to come. They have by politician maneuvering increased "population" as recorded by the Census by "annexing" neighbors which formerly were counted as communities of themselves.

New York, in 1898, at the time the first subways were in prospect, "consolidated" Brooklyn, a chunk of Long Island under the name of Borough of Queens, Staten Island, and some smaller areas. Thus 256 square miles were added to the old City of New York. Ten years later

**TABLE I**  
Number of Incorporated Places of Specified Size within the "Metropolitan District" of a Few Cities, as Published by the Bureau of the Census

Size of place	New York	Pittsburgh	Chicago	Philadelphia	Boston	Los Angeles	St. Louis	Cincinnati	Detroit	Cleveland	San Francisco
Less than 2,500.....	112	57	59	43	10	10	27	23	13	24	14
2,500 to 5,000.....	49	26	16	26	14	13	4	9	11	5	6
5,000 to 10,000.....	49	23	15	14	17	13	8	7	6	4	8
10,000 to 50,000.....	48	27	18	7	30	16	7	3	8	5	7
50,000 to 100,000.....	8	1	5	1	5	2	1	1	4	2	1
100,000 and more.....	6	1	2	2	4	2	1	1	1	1	2
Total .....	272	135	115	92	80	56	48	44	43	41	38



# N MAPPING THOSE R DISTRIBUTION

Only most careful planning will  
meet today's marketing problem

Pittsburgh annexed Allegheny, but produced such dissatisfaction that few politicians have since dared to suggest a repetition of the performance. Cleveland and Los Angeles annexed one community after another, in a fight for leadership in population—only to have Detroit edge into fourth rank by adopting the same tactics.

This tendency has slowed down. It thrived during the days of the trolley car, because transportation and city limits had some reason for being identical. It is no longer practicable over the wide areas of automobile travel and paved roads. The motor truck has upset the Census in planning distribution for 1935.

Mere population of a city, therefore, is a weak measure of it as a market for goods. The traffic manager who picks out the largest twenty cities, as reported by the Census, for his focal points of distribution, would be foolish.

To illustrate what this artificial "population" trick has done to our cities, Table I has been arranged for 11 cities, it being of course based on the Federal Census and not the many "local censuses" of the individual cities (always grossly exaggerated in favor of themselves). And, looking into the details behind this Table I of incorporated places within the metropolitan districts, we find such interesting facts as:

Within the New York metropolitan district the 6 "places" with "100,000 and over" of population are New York City itself; Yonkers; and, in New Jersey, Elizabeth, Jersey City, Newark and Paterson. Within the Chicago district, Gary and Chicago are the 2 with "100,000 and over," while the 5 of "50,000 to 100,000" are Cicero, Evanston and Oak Park in

Illinois, with East Chicago and Hammond in Indiana's northwest corner.

For the Boston district, the 4 of "100,000 and over" are Boston, Cambridge, Lynn and Somerville. The 5 of "50,000 to 100,000" are Brockton, Malden, Medford, Newton and Quincy.

The Census lists 96 "metropolitan districts" of 100,000 population and more. These are in our Table III. The Federal Bureau also has prepared a tabulation of the "metropolitan markets" of which the first 93, in order of rank, are shown in Table IV. Ever so hasty a comparison of these two Tables will show, on a larger scale, what has already been proven for the first ten cities; namely, Census population is not identical with market population.

But, although population is the weightiest single element in planning a marketing scheme, it is not the only thing to consider. "Population," like a vote at election time, counts a man as a unit. A sales

campaign cares little about "men" but values highly a "buyer" of the company's goods — be he man, woman or child, or a business house.

The identification of "metropolitan markets" as shown in Table IV is a new venture by the Census Bureau. They appeared for the first time in the 1930 census-taking. The effort to define "markets" was a result of a far-reaching demand initiated in 1927 by the national Chamber of Commerce; and, after prolonged study by hundreds of distributors, the plan was recommended to the Bureau. The Chamber, after taking "trial censuses" in Baltimore and Louisville, compiled a list of "factors" to be used in defining a "market" in addition of course to the primary element of population.

These factors included: telephone service, electric power service, retail-store delivery, commuting service, water service, gas service, newspaper delivery service, mail delivery, switching limits, sewer ser-

TABLE II  
City Areas and Population Density

City	Rank in Population	Rank in Areas	Density of Population: Number of People per Sq. Mi.	Rank in Population Density
New York.....	1	2	23,179	2
Chicago.....	2	3	16,723	8
Philadelphia.....	3	6	15,242	10
Detroit.....	4	5	11,375	22
Los Angeles.....	5	1	2,812	84
Cleveland.....	6	11	12,725	18
St. Louis.....	7	16	13,475	16
Baltimore.....	8	8	10,225	25
Boston.....	9	30	17,795	4
Pittsburgh.....	10	25	13,057	17
New Orleans.....	..	4	..	..
San Diego.....	..	7	..	..
Houston.....	..	9	..	..
Cincinnati.....	..	10	..	..
Jersey City.....	..	..	24,363	1
Newark.....	..	..	18,767	3
Cambridge, Mass.....	..	..	17,377	5
Paterson, N. J.....	..	..	17,185	6
Trenton.....	..	..	17,062	7
Camden.....	..	..	15,416	9

This Table covers the first 10 in rank for each grouping: population, area and density.

TABLE IV  
The 93 Metropolitan Markets

Rank in Population		Rank in Population	
1	New York	48	Fort Worth
2	Chicago	49	New Haven
3	Philadelphia	50	Flint
4	Detroit	51	Nashville
5	Los Angeles	52	Springfield, Mass.
6	Cleveland	53	San Diego
7	St. Louis	54	Bridgeport
8	Baltimore	55	Scranton
9	Boston	56	Des Moines
10	Pittsburgh	57	Long Beach, Cal.
11	San Francisco	58	Tulsa
12	Milwaukee	59	Salt Lake City
13	Buffalo	60	Paterson
14	Washington	61	Yonkers
15	Minneapolis	62	Norfolk
16	New Orleans	63	Jacksonville
17	Cincinnati	64	Albany
18	Newark	65	Trenton
19	Kansas City, Mo.	66	Kansas City, Kan.
20	Seattle	67	Chattanooga
21	Indianapolis	68	Camden
22	Rochester, N. Y.	69	Erie
23	Jersey City	70	Spokane
24	Louisville	71	Fall River
25	Portland, Ore.	72	Fort Wayne
26	Houston	73	Elizabeth, N. J.
27	Toledo	74	Cambridge, Mass.
28	Columbus	75	New Bedford
29	Denver	76	Reading
30	Oakland	77	Wichita
31	St. Paul	78	Miami
32	Atlanta	79	Tacoma
33	Dallas	80	Wilmington, Del.
34	Birmingham	81	Knoxville
35	Akron	82	Peoria
36	Memphis	83	Canton
37	Providence	84	South Bend
38	San Antonio	85	Somerville, N. J.
39	Omaha	86	El Paso
40	Syracuse	87	Lynn
41	Dayton	88	Evansville
42	Worcester	89	Utica
43	Oklahoma City	90	Duluth
44	Richmond	91	Tampa
45	Youngstown	92	Gary
46	Grand Rapids	93	Lowell
47	Hartford		

vice, residential membership in social and athletic clubs, operation of local real estate companies, and soliciting and collecting routes.

Even more attention has been given of recent years to delineation of a city's marketing territory than to demarcation of intermediate metropolitan area. Newspapers and advertising agencies have mapped large trade areas. Large-scale business concerns, seeking to reach the national market in the most economical manner, have provided the incentive for research in this subject. Newspapers and advertising agencies, in their effort to convince prospective clients of the value and scope of their circulations, have prepared trade-area maps of cities which show the scope of local marketing territory as determined by the comparative accessibility to the primary market center in question.

In mapping city trade areas, general practice is to begin with the city as a focal point of activity and to determine the outer margins of its marketing territory on the basis of actual sales experience and practice. Costs of transportation between the various outlying points and the city's center are usually

used as factors in determining where the boundary line should be drawn between competing centers. Such boundary lines obviously are mobile, varying with changes in transportation facilities and with differentials in prices as between competing markets.

Until recently population was a safer guide than today. The reason is well known: the motor car has tremendously extended the marketing area of a city. It has broken down the isolation of what once we called "country towns" so that 30 miles is no longer a barrier to trade. In the days of a horse, that was about the limit of a day's drive. For that reason county seats throughout most of the United States are approximately 30 miles apart—so that no resident would be more than 15 miles from the court house and tax-paying office. Thus he could make the round trip in a day.

For 35 years, now, the motor vehicle has exerted a profound influence on our cities. The automobile has become an important, indeed an essential, part of every urban activity, social as well as commercial. Today so much of the distributive operation of a city is

predicated upon motor vehicles that few large communities could continue their present scale of business without the motor car.

Trade areas originally followed the rivers; then the railroads broke up the old mapping. The earlier railroads ran east and west; the north and south lines developed later. The motor car cares nothing for flow of stream or contour of lake; it pays to heed no a mountain or to any other physical features which so largely controlled railroad routes. The motor car moves, over modern highways, in any direction.

Trade areas around a city have ceased to contain "hinterlands." A marketing zone is now compact, with highways radiating in all directions. It tends to become a circle in shape. Each "metropolitan market" has, in this manner, come into a more complete possession of the area and region which it dominates.

The marketing zone of today is the direct result of motor car transportation. Railroad and telegraph are primarily long-distance contacts. Motor car and telephone are chiefly used within the orbit of daily local relations. The radio and the airplane, which are initiating another revolution in the field of distance contacts, may bring deep changes of which we are not yet aware.

It is well to remember, in marketing, that the prevailing mode of transportation for people and for goods has always determined the boundaries of a city's trading area.

The distributor has not the slightest interest in the legal definition of boundaries of the city. He cares not a fig what address his invoice carries. He thinks only of the zone most economically covered from the city as a marketing center. The marketing zone, for him, is not statistics, nor is it voting strength next November. It is trade.

There is so much overlapping of wholesale markets that it is impossible to establish a single zone or line around a city that will adequately define or circumscribe all its wholesale activities. Trades differ greatly. A general conception, however, may be obtained of the most concentrated part of a city's wholesale market territory by noting the local area covered by the trucks of that city's warehouses, and particularly those of chain stores.

The truck is primarily a short-

haul agency. To the extent that the truck is used as a conveyor of local freight, the radius of its operations may be taken as a measure of the local marketing area. It has become a common practice for chains and similar organizations to have their merchandise shipped in carloads from factory to regional warehousing centers, whence it is trucked to retailing outlets of surrounding territory. Many national chains map their trucking routes for each of their warehousing centers. The territory covered from a given center, other things equal, seems to be limited by the distance a truck can deliver its load and return to headquarters within a single working day. From Chicago, for instance, one trucking concern offers a daily delivery to retailers in 125 cities and towns on 8 routes within a radius of 30 or 40 miles. Its delivery zones are limited by the distance a driver can cover and still get back to Chicago headquarters within a normal working day.

Beyond the daily trucking radius, as thus indicated, the large city extends its wholesaling by means of overnight rail and truck shipments.

This development has become quite pronounced in recent years. It represents an accommodation to the demand for speedy delivery. By overnight shipment of freight, the city is able to maintain contact with communities located far beyond local trucking radii. But in this wider territory contact is for the most part intercity in character. Merchandise is shipped in bulk to central points and broken into smaller lots for transshipment to local trade. The outer limits of these secondary wholesaling regions are determined not merely by the factor of time and cost of transportation but also by the city's relative strength in intercity competition.

As soon as delivery truck goes farther from the center than it can return by night, service becomes uneconomical. Cost of night driving, liability to accident when men are too long on the road, high cost of keeping men out overnight, and higher insurance premiums—to name but a few items of expense—soon add to the cost of what, otherwise, is an economical delivery.

Our largest distributors, those nationally established with ample funds for studies and experiments, make elaborate investigation before mapping a marketing zone. But,

TABLE III  
The Metropolitan Districts

According to the Census Bureau the country has 96 "Metropolitan Districts" of 100,000 population and more. Arranged in alphabetical order, these are:

Akron	Miami
Albany-Schenectady-Troy	Milwaukee
Allentown-Bethlehem-Easton	Minneapolis-St. Paul
Altoona	Nashville
Atlanta	New Haven
Atlantic City	New Orleans
Baltimore	New York-Northeastern New Jersey
Binghamton	Norfolk-Portsmouth-Newport News
Birmingham	Oklahoma City
Boston	Omaha, Neb.-Council Bluffs, Ia.
Bridgeport	Peoria
Buffalo-Niagara	Philadelphia
Canton	Pittsburgh
Charleston, W. Va.	Portland, Ore.
Chattanooga	Providence-Fall River-New Bedford
Chicago	Racine-Kenosha
Cincinnati	Reading
Cleveland	Richmond
Columbus	Roanoke
Dallas	Rochester, N. Y.
Davenport	Rockford
Dayton	Sacramento
Denver	St. Louis
Des Moines	Salt Lake City
Detroit	San Antonio
Duluth	San Diego
El Paso	San Francisco-Oakland
Erie	San Jose
Evansville	Savannah
Flint	Scranton-Wilkes-Barre
Fort Wayne	Seattle
Fort Worth	South Bend
Grand Rapids	Spokane
Harrisburg	Springfield-Holyoke, Mass.
Hartford	Syracuse
Houston	Tacoma
Huntington, W. Va.-Ashland, Ky.	Tampa-St. Petersburg
Indianapolis	Toledo
Jacksonville	Trenton
Johnstown, Pa.	Tulsa
Kansas City, Kan.-Mo.	Utica
Knoxville	Washington, D. C.
Lancaster	Waterbury, Conn.
Little Rock	Wheeling
Los Angeles	Wichita
Louisville	Wilmington, Del.
Lowell-Lawrence, Mass.	Worcester
Memphis	Youngstown

having spent money and time such as a small competitor could not think of laying out, they make their findings easy for another to follow. Not that they publish them or even that they will reply to a letter inquiring as to their methods. Far from it. They usually make a great "secret" of the whole matter.

But, like most trade secrets, it is impossible to hide facts. If you are traffic manager of a food product you can readily determine how many branch agencies General Foods is maintaining, or Standard Brands, or National Biscuit. If you make tires or shoes you can do the same for Firestone or International Shoe or Endicott-Johnson. There is no secrecy about number and location of their branches: usually they print lists in their advertisements. Having once mapped out their central cities, a little observation at each locality will tell how far out each salesman goes, how many spot stocks the company carries and where, and how long a radius they try to cover from each stock for daily deliveries, two or three a week, weekly, and so on.

It is impossible for a distributor to cover his tracks so cleverly that a competitor cannot read the whole story. Nor is detective-like skill required. The facts are plainly in sight, for any one who wishes to see.

Within the past month it has been possible for me to ask more than 60 national distributors, most of them warehouse accounts of well known importance, "How do you determine your marketing zones?"

Nearly every one made an elaborate explanation of "research" methods or "planning divisions" and other impressive departments of their organization. All of them talked at length of the matters we have been discussing—population and buying power and motor deliveries. And a large share of the 60 do have these departments and did use their findings to map the zones; of this there can be no doubt.

But, after all was said, without exception they admitted that "our competitors' plans must be considered, too."

(Concluded on page 29)



# OCCUPANCY ON MAY 31

## AVERAGED 63.1%

Latest Mark 2.9% Below  
Level of a Year Ago

**D**ECLINE in the average occupancy of public merchandise warehouses in the United States was still in progress at the close of this past May, according to the figures in the July re-

lease of the Bureau of the Census of the Department of Commerce.

On May 31 the average occupancy of the entire country was reported as provisionally 63.1 per cent. This compares

with 63.6 on the last day of April, and with 64.5 at the end of March, 65.2 at the close of February, and 66.3 on the final day of January. The May 31st provisional figure represents a recession of 4.0 per cent since last Dec. 31st's 67.1.

The provisional 63.1 for the close of this past May represents a decline of 2.9 per cent as compared with the level on the corresponding date last year. On May 31 of 1934 the average was reported as 66.0 per cent.

The last-day-of-May percentages across eight years (with 1935's bring provisional) are as follows:

1928	1929	1930	1931	1932	1933	1934	1935
68.6	71.0	70.3	65.8	63.5	60.5	66.0	63.1

The tonnage figures in the accompanying April-May table indicate that during May a smaller percentage (by 1.4 per cent) of goods arriving at the 983 reporting warehouses entered storage (out of total volume received) than during the earlier month.

In May, 370,312 tons (this figure being provisional) arrived at the reporting warehouses; of this, 302,391, or 81.7 per cent, entered storage, the balance being delivered on arrival.

In April the total (final) arriving volume was 380,693 tons, of which 83.1 per cent, or 316,300 tons, entered storage, the balance being delivered on arrival.

The provisional 81.7 per cent for this past May compares as follows with the May percentages of the seven preceding years:

1928	1929	1930	1931	1932	1933	1934	1935
76.7	77.6	80.3	78.2	79.5	79.0	81.7	81.7

### Occupancy

**T**HE decline of 2.9 per cent in the country's average occupancy on May 31 last as compared with the mark recorded for the final day of May of 1934 was not reflected in the Brooklyn section of the New York metropolitan district and in Pennsylvania, Indiana, Illinois outside of Chicago, Michigan, Minnesota outside of the Twin Cities, Iowa, Missouri, Nebraska, Virginia, North and South Carolina, Georgia-Florida, Idaho-Wyoming, Montana, Arizona and New Mexico, Colorado, and Washington State, in all of which were reflected gains. The sharpest advance was 21.0 per cent in Virginia.

The table which follows compares the provisional May 31 occupancy percentages of 1935 with those for the final day of May of 1934; and with those of the

## PUBLIC MERCHANDISE WAREHOUSING

### APRIL-MAY, 1935

Statistical data on occupancy and tonnage during the months of April and May, 1935, as reported to Director William L. Austin, the Bureau of the Census, Department of Commerce.

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	May	Apr.	May	Apr.	May	Apr.	May	Apr.	May	Apr.
<b>NEW ENGLAND (Total)</b> .....	49.0	52.2	7,627	9,390	6.0	7.4	1,784	1,602	1.4	1.3
Vermont, New Hampshire and Connecticut.....	41.6	56.7	910	769	5.7	4.8	394	333	2.5	2.1
Massachusetts.....	48.9	52.7	4,947	7,073	5.6	8.0	940	944	1.1	1.1
Rhode Island.....	54.8	46.5	1,770	1,548	7.9	6.9	450	325	2.0	1.5
<b>MIDDLE ATLANTIC (Total)</b> .....	65.2	64.8	107,469	116,118	15.0	16.2	10,118	7,615	1.4	1.1
New York Metropolitan District.....	67.5	66.9	82,568	88,721	15.6	16.7	4,665	3,517	0.9	0.7
Brooklyn.....	69.6	70.7	44,962	49,700	14.8	16.4	2,823	2,026	0.9	0.7
Manhattan.....	67.8	67.1	14,047	14,577	22.7	22.6	59	66	0.1	0.1
Nearby New Jersey.....	67.0	62.8	23,438	24,415	15.4	16.1	1,781	1,424	1.2	0.9
All other.....	25.4	25.4	121	29	1.0	0.2	1	1	0.0	0.0
New York, except Metropolitan District.....	49.6	49.7	9,753	11,035	14.9	16.9	3,952	2,678	6.0	4.1
New Jersey, except Metropolitan District.....	36.3	33.0	634	411	6.9	4.5	19	22	0.2	0.2
Pennsylvania.....	64.5	65.4	14,514	15,951	13.2	14.7	1,482	1,398	1.3	1.3
<b>EAST NORTH CENTRAL (Total)</b> .....	69.2	69.8	81,975	75,679	24.6	22.2	12,401	12,246	3.7	3.6
Ohio.....	67.8	68.0	13,214	14,978	15.2	17.2	2,323	2,578	2.7	3.0
Indiana.....	64.5	67.6	6,322	8,598	18.5	24.0	1,545	2,137	4.5	6.5
Illinois, except Chicago.....	72.8	73.3	2,066	2,127	10.0	10.3	2,480	2,504	12.0	12.1
Chicago.....	72.0	71.2	20,395	22,249	26.1	28.7	1,927	1,150	2.5	1.5
Michigan.....	75.9	78.2	27,835	20,274	37.5	34.9	1,922	2,258	2.6	2.8
Wisconsin.....	66.0	63.5	12,143	7,483	31.1	19.1	2,204	1,622	5.7	4.2
<b>WEST NORTH CENTRAL (Total)</b> .....	68.8	68.0	29,377	28,853	19.8	19.4	9,318	9,393	6.3	6.3
Minnesota, except Minneapolis and St. Paul.....	58.2	59.4	1,758	1,979	23.5	26.5	611	479	8.2	6.4
Minneapolis and St. Paul.....	70.3	71.5	3,406	2,906	20.4	17.4	1,110	1,110	6.6	6.6
Iowa.....	50.0	47.1	2,740	2,833	13.9	14.3	1,312	1,471	6.6	6.8
Missouri, except St. Louis.....	63.7	64.2	7,300	6,025	23.3	19.2	1,326	1,092	4.2	3.5
St. Louis.....	85.2	82.6	5,886	5,601	18.0	17.2	588	1,029	1.8	3.2
North and South Dakota.....	70.6	70.1	2,077	2,475	11.0	13.1	1,225	1,362	6.5	7.2
Nebraska.....	65.2	68.7	3,988	5,748	29.1	42.0	2,000	1,865	14.6	13.6
Kansas.....	82.6	74.2	2,222	1,286	27.0	15.4	1,146	988	13.9	11.8
<b>SOUTH ATLANTIC (Total)</b> .....	68.8	67.7	29,364	32,958	20.2	22.6	12,502	9,149	8.6	6.3
Maryland, Delaware and Dist. of Columbia.....	66.0	65.5	15,167	20,002	15.2	20.0	4,001	4,209	4.0	4.2
Virginia.....	82.1	76.6	2,300	3,090	31.5	40.7	877	892	12.0	11.7
West Virginia.....	81.1	81.7	1,824	1,563	21.5	18.4	483	340	5.7	4.0
North and South Carolina.....	77.4	72.5	2,456	1,531	23.1	14.1	531	382	5.0	3.5
Georgia and Florida.....	67.6	67.0	7,617	6,772	40.1	35.6	6,610	3,326	34.8	17.5
<b>SOUTH CENTRAL (Total)</b> .....	50.2	52.0	29,004	31,608	19.3	21.2	9,786	11,755	6.5	7.9
Kentucky and Tennessee.....	82.9	82.7	4,038	4,616	20.3	23.6	1,222	2,037	6.1	10.4
Alabama and Mississippi.....	65.3	73.9	868	1,121	13.5	17.4	938	970	14.6	15.2
Arkansas and Oklahoma.....	72.7	73.1	5,099	5,428	25.1	26.9	3,497	3,426	17.2	17.0
Louisiana.....	54.7	59.3	13,411	14,961	21.4	24.0	1,152	1,074	1.8	1.7
Texas.....	38.8	39.7	5,588	5,482	13.7	13.4	2,977	4,239	7.3	10.4
<b>MOUNTAIN AND PACIFIC (Total)</b> .....	64.4	65.0	17,575	21,694	12.4	15.1	12,012	12,633	8.5	8.8
Idaho and Wyoming.....	70.5	73.4	835	511	24.0	14.7	493	447	14.2	12.8
Montana.....	69.9	69.8	399	409	10.0	10.2	501	531	12.5	13.2
Arizona and New Mexico.....	78.4	82.7	498	1,573	6.3	19.9	1,304	1,731	16.5	21.9
Utah.....	39.0	51.8	1,161	1,436	21.5	26.6	37	85	0.7	1.6
Colorado.....	65.6	69.4	1,103	1,185	14.1	14.9	1,049	1,155	13.4	14.6
Washington.....	70.2	66.5	3,107	2,432	18.3	14.1	3,404	2,861	20.0	16.6
Oregon.....	66.2	64.2	462	494	10.0	10.7	434	649	9.4	14.0
California.....	61.2	63.2	10,010	13,684	10.9	14.6	4,790	5,174	5.2	5.5
<b>United States (Total)</b> .....	63.1	63.6	302,391	316,300	17.2	17.9	67,921	64,393	3.9	3.6

The figures for April have been revised; those for May are preliminary.

last day of May of 1929, which was the peak year:

	Occupancy— End of May		
	1929	1934	1935
Massachusetts-Vermont	52.1	60.3	48.9
Massachusetts	68.9	62.0	54.8
Connecticut-Rhode Island	83.1	41.6	
Conn.-Vt.-N. H.	62.0	54.8	
Rhode Island	76.4	72.2	67.5
New York Met. Dist.	78.3	69.4	69.6
Brooklyn	69.9	74.0	67.8
Manhattan	77.7	79.7	67.0
Nearby N. J. & other	34.1	25.4	
Nearby New Jersey	74.3	45.7	58.2
All other	49.7	49.6	
New York State	78.1	44.8	36.3
N. Y. State except Met. Dist.	71.6	64.2	64.5
New Jersey State	89.2	70.2	67.8
N. J. State except Met. Dist.	30.3	56.2	64.5
Pennsylvania	78.6	70.7	72.8
Ohio	79.0	76.2	72.0
Indiana	79.9	68.8	75.9
Illinois	88.2	59.5	56.0
Illinois except Chicago	71.5	45.7	58.2
Chicago	71.6	83.4	70.3
Michigan	69.2	47.4	50.0
Wisconsin	82.0	60.7	63.7
Minnesota	82.1	77.1	85.2
Minn. except Twin Cities	92.8	75.1	70.6
Minneapolis & St. Paul	69.7	62.0	65.2
Iowa	80.0	85.8	82.6
Missouri	51.6	68.1	66.0
Mo. except St. Louis	70.4	61.1	82.1
St. Louis	61.1	82.1	
No. & So. Dakota	68.1	69.5	77.4
Nebraska	75.7	57.9	67.6
Kansas	77.3	85.6	82.9
Del.-Md.-D. of C.	75.9	69.7	65.3
Virginia & W. Va.	77.4	75.0	72.7
Virginia	55.0	54.7	
West Virginia	44.6	46.8	38.8
No. & So. Carolina			
Georgia-Florida			
Kentucky-Tennessee			
Alabama-Mississippi			
Ark.-La.-Okla.			
Arkansas-Oklahoma			
Louisiana			
Texas			

	Occupancy— End of May		
	1929	1934	1935
Ida.-Wyo.-Mont.	65.1	63.1	70.5
Idaho-Wyoming	52.9	69.9	
Montana	73.2	67.2	78.4
Ariz.-Utah-Nev.-N. M.	58.6	38.0	
Arizona & New Mexico	72.6	56.4	65.6
Utah	69.4	55.7	70.2
Washington	70.3	66.7	66.2
Oregon	77.6	65.7	61.2
California	71.0	66.0	63.1
Average U. S.	1223	1099	1094
Warehouses reporting			

Comparing the May 31 average percentages (provisional) with the final ones for April 30 (as shown in the table on the opposite page) it is disclosed that the decline of five tenths of 1 per cent for the entire country was not reflected in Rhode Island, the New York metropolitan district as a whole, New Jersey State outside of that district, Chicago, Wisconsin, Iowa, St. Louis, North and South Dakota, Kansas, Maryland and Delaware and District of Columbia as a group, Virginia, North and South Carolina, Georgia-Florida, Kentucky-Tennessee, Montana, Washington State, and Oregon, all of which reported gains.

#### Tonnage

AS has been pointed out, the percentage of volume reported as having entered storage this past May, out of total volume arriving, was provisionally larger (by 1.0 per cent) than the percentage recorded for May of 1934.

Across eight years the May percentages (1935's being provisional) by divisions are as follows:

	Percentage Entering Storage—May							
	1928	1929	1930	1931	1932	1933	1934	1935
New Eng.	74.4	86.1	79.8	75.4	81.0	72.3	80.5	81.4
Mid. Atl.	74.7	88.4	91.3	89.9	90.4	90.7	93.9	91.4
E. No. Cent.	87.1	86.6	83.1	82.9	83.9	83.1	88.3	86.9
W. No. Cent.	73.7	72.3	77.1	75.1	78.2	74.8	76.7	75.9
So. Atl.	79.6	47.6	77.5	73.1	74.6	68.5	80.6	70.1
E. So. Cent.	75.3	78.9	71.4	56.4	52.3	68.5	66.6	69.4
W. So. Cent.	74.3	75.7	75.4	70.1	72.2	68.2	64.0	76.0
Mountain	68.5	56.2	56.1	56.8	67.1	63.2	52.3	54.1
Pacific	60.4	72.2	67.1	68.4	62.4	62.1	61.2	61.1
Country	76.7	77.6	80.3	78.2	79.5	79.0	81.7	81.7

Comparing this past May's provisional percentages with the final ones reported for April, it is seen that the decline of 1.4 per cent was reflected in five of the nine sections.

By divisions, the comparisons follow:

	Percentage Entering Storage		
	April	May	Change
New England	85.4	81.4	-4.0
Middle Atlantic	93.0	91.4	-1.6
East North Central	86.1	86.9	+0.8
West North Central	75.4	75.9	+0.5
South Atlantic	78.3	70.1	-8.2
East South Central	65.5	69.4	+3.9
West South Central	74.8	75.0	+1.2
Mountain	56.4	54.1	-2.3
Pacific	65.6	61.1	-4.5
Entire country	83.1	81.7	-1.4
Warehouses reporting	983	983	....

## Merchants Company in Philadelphia Wins Its Appeal in the "Allowances" Case

Federal Court Reverses Judgment of Lower Tribunal and "Treble Damages" Award Is Set Aside

THE United States Circuit Court of Appeals in Philadelphia has reversed the judgment for \$410,388.81 which the Terminal Warehouse Company won against the Pennsylvania Railroad Co. and the Merchants Warehouse Company in United States District Court in March, 1934, for purported rebating practices taking the form of allowances. The appeal had been brought before Judges Buffington, Davis and Thompson six months ago, and the last mentioned jurist writes the opinion, which was filed on July 10.

The Terminal, in a suit filed three years ago, claimed \$4,500,000 damages from the railroad and the Merchants company for an alleged combination and conspiracy to exchange rebates and favors not accorded to other warehousing con-

cerns. Terminal had obtained a cease and desist order from the Interstate Commerce Commission but the Commission had refused to award damages.

In the opinion now setting aside the judgment of the lower Court, Judge Thompson, quoting precedent, emphasized that the refusal by the Commission to award damages was applicable in principle to the instant case and concluded that "the present action is barred by the prior proceeding before the Interstate Commerce Commission."

The higher Court pointed out also that while several statutory remedies were available to the Terminal company, "it did not have the right to pursue" each of the mentioned remedies "successively, until such time as it found

a tribunal which would award the damages sought"; that Terminal elected its remedy and is barred from subsequent action for the same damages.

The jury in the trial of the case before the United States District Court had returned a verdict of \$136,125, and on motion the Court had trebled the amount, directing the entry of \$410,388.81, and allowed to the Terminal company's attorneys a "reasonable counsel fee" of \$27,000 to be taxed as part of the costs. The United States Circuit Court of Appeals disallowed this fee, in reversing judgment.

In the opinion, Judge Thompson said in part:

"We conclude that the testimony upon which the Terminal company (Concluded on page 44)



# THE MONTH AT WASHINGTON

Background of current events  
of interest to warehousing

## Free Zone Regulations Are Issued; Staten Island Is Expected to Be Site of First Project

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU.  
1157 National Press Building.

**T**HE Free Trade Zones Board under the jurisdiction of the Department of Commerce has issued rules and regulations for establishing free ports in the United States, similar to those in operation in Europe and elsewhere, and as provided by Act of Congress.

The Board was set up and financed to promulgate conditions for creating such zones, which will be considered as public utilities when placed in operation.

The only site now considered available for an experiment of this type is New York City's Staten Island, where a large part of the wharf facilities are not in use. The purpose of such ports is to foster dealings in foreign goods received not for domestic consumption but for processing and reshipment to foreign ports. This will eliminate many of the cumbersome restrictions placed on foreign goods under the customs law.

As defined by the Board, a free trade zone, established primarily to foster reexport trade, is an isolated, enclosed, policed area, in or adjacent to a port of entry, with or without resident population, excepting administrative personnel, and operated as a public utility under Federal control.

The main line of distinction between a free trade zone and an ordinary port of entry is that im-

ported merchandise may be stored or handled within the zone without payment of ordinary custom duties, providing it is reshipped in export trade. However, as regulated by the Board, such goods may not leave the zone into the adjacent United States territory without the payment of the regular customs duties, nor may they be subject to manufacturing processes or exhibited while in the zone area. Also a trade zone area is subject to the same laws as the adjacent territory, as regards health, postal, navigation and Federal supervision generally.

### Private Interests Are Eligible

A central Trade Zone Board, according to the regulations, has the governing power and also the right to set forth the conditions for creating such an area. It is empowered with the right to grant charters, makes rules and regulations, control the prices and charges of the zone and attendant services, inspect, and punish by fines non-compliance to its edicts.

While stating that preference will be given to public corporations, private interests can apply for a charter, and will be eligible contingent on their ability to comply with the conditions laid down. In any case, whether a State-owned facility or a private party applies for a charter, each must have the consent of Legislature of State in which zone is established.

Each State is entitled to one trade zone. In addition, each port of entry is entitled to as many zones as it has States adjoining it, and cities separated by water. For instance the port of New York could have trade zones established in Jersey City, Staten Island, Manhattan, and Brooklyn.

However, the physical requirements as laid down by the Trade Zone Board are quite restricting. Each area applying for a charter must have adequate facilities for handling ships and cargoes, as warehouses, docks, slips, transit sheds, transportation facilities, light, power, fire protection, living quarters, etc. The most rigid requirement will be the ability to finance the establishment and maintenance of such zones. A charter once granted can be neither sold nor transferred. There is no provision for financial support from the Federal Government, for it is expected that such projects will be self-supporting in addition to being locally-financed.

A complete set of regulations has been drawn up and it is apparent that the creation of a trade zone will be a matter of long study by the Federal supervisory board in each case, as complete data both on the physical and economic potentialities of each applicant area will be required.

Each zone will be operated as a public utility and its future always in the hands of the Federal super-



visory board, consisting at present of Secretary of the Treasury Morgenthau, Secretary of Commerce Roper and Secretary of War Dern. However, the spade work is being done and will continue to be handled by a sub-committee consisting of C. T. Murchinson of the Department of Commerce, in charge of the Bureau of Foreign and Domestic Commerce; Brig. General George Pillsbury of the War Department and Eli Frank, Jr., counsel of the Customs Department. Thomas Lyons, chief of the Transportation Division of the Department of Commerce, has been chosen secretary of the Board and will be in charge of all applications.

The Board not only will enjoy financial control over each zone, but also over concessions and outside interests with business in the zone area; and all persons entering the zone will be subject to regulations. However, all rules and regulations are subject to revision at the discretion of the Board.

Staten Island, which is backed by the National Chamber of Commerce, is expected to be the site for the first trade zone. Though it has the necessary physical requirements and location, the Department of Commerce has made it plain that creation of a zone will involve expenditures of millions of dollars for land, warehouses,

wharves, railroad connection, dredging and other facilities so as to enable it to serve all types of shipping.

### Staten Island First

President Roosevelt in July approved a work-relief allotment of \$42,620 to make a study of the possibilities of establishing a free trade zone on Staten Island, N. Y., in the group allocation of \$20,642,700 to the City of New York requested from the Works Program Administration.

The survey will study the feasibility of creating a free port to be located at Tompkinsville, Staten Island, and to plan the necessary facilities required for such a zone.

Under the foregoing Foreign Trade Zone rules no provision was made for expenditure of Federal funds for establishment of a free port in this country. The Board, in outlining the requirements, specifically mentioned it was up to private interests or States and cities to finance such an undertaking. However, it was noted that the Federal board would collaborate in work of considering the various applications and would in effect make studies similar to the one to be carried through at Federal expense on Staten Island.

In view of the work-relief regulations and policies in disbursing the recovery funds Federal, State and city agencies are hard put to discover works projects eligible for funds which do not involve higher labor percentages than allowed

under the \$1,140 per man per year yardstick.

Thus a barrage of surveys and studies covering all fields of activity have been and will be inaugurated by the Works Program in an effort to spend its billions for employment rather than for materials.

The Staten Island survey will be a consideration of the import, export and reexport trade possibilities, steamship routes and rates, warehousing and storage facilities and rates attendant to the Staten Island proposed site, as well as an analysis of the industrial factors which must be considered in establishing a free trade zone. Under this phase comes transportation, housing and highway conditions in the New York area.

The money has been assigned to the city of New York with expenditures to be under the jurisdiction of New York WPA director, Gen. Hugh S. Johnson. It is expected the study can be gotten under way in short order.

Staten Island has been considered as the logical site for the establishment of the first free trade zone. It is understood that the zone will be in the nature of an experiment to determine the worth of such projects for the trade needs of the United States.

Due to its location in the port of New York, its marine facilities for handling ships of all types and sizes, and to the volume of traffic in the port, Staten Island ranked above all other possible applicants for initial consideration.

—Edwin Hartrich.

## Free Storage on New York Piers Subject of Federal Inquiry

**A**CTING upon its own motion, the Department of Commerce is about to launch an inquiry into alleged violations of the Shipping Act of 1916, by water carriers, through the granting of excessive free storage at New York ports.

As a result of the decision to proceed with this inquiry, complaints which had been lodged with the Shipping Board Bureau by port authorities and others have been withdrawn. The complainants were the Baltimore Association of Commerce, Commonwealth of Massachusetts and other interests, the State Port Authority of Virginia and other Virginia interests, and the joint executive transportation committee of Philadelphia commercial organizations.

Originally filed under Section 22 of the Shipping Act, the complaints alleged that carriers in foreign

commerce grant excessive free storage time on imports at the port of New York, in violation of Sections 16, 17 and 18 of the Shipping Act of 1916.

The complainants indicated that an investigation by the Department of Commerce into import storage practices would accomplish the ends sought, and have stated that their complaints will be withdrawn in view of the Department's decision to proceed.

### 100 Carriers Notified

The inquiry will be prosecuted by the Bureau's Division of Regulation. A copy of the order has been served on each of the more than 100 carriers using the ports along the Atlantic seaboard. The investigation will be supervised by James Craig Peacock, director of the Shipping Board Bureau. The time and

place of hearings will be fixed by the Division of Regulation.

At the hearings, to which the complainants and respondents will be summoned and required to give testimony, an effort will be made to determine whether the carriers have encouraged use of the Port of New York in preference to other Atlantic ports through the granting of excessive storage time, in violation of the law. Should the complaints be found justified, appropriate orders will be entered.

Protests against alleged abuses in the Port of New York have been before the Shipping Board Bureau for several years. The Department's decision to proceed upon its own motion will greatly shorten the procedure and hasten a decision, it was explained.

—James J. Butler.

## Cricher Protests to PWA Against Warehousing Projects in Schenectady and Camden

**O**PPPOSITION by the American Warehousemen's Association, through its Washington attorney, A. Lane Cricher, to proposed erection of two dry storage warehouses as part of a comprehensive city plan to replace existing slums in Schenectady, N. Y., has forced the local Housing Authority to plan substitution of other industrial units should the protests be sustained by PWA.

The Schenectady Housing Authority presented an application to the Public Works Administration requesting a \$2,500,000 allotment to carry through a slum-clearance program. Slum property would be cleared and revenue-producing business property would be substituted. Included as part of industrial group were two dry storage warehouses and one refrigerated warehouse. It is understood that warehouses were included due to their construction requiring a higher percentage of expenditure for labor than other types of industrial property. However, though holding no judgment on the application itself, PWA deputy Administrator Clark stated that the project would possibly be rejected because the PWA does not sanction a high percentage of recovery funds being invested in land purchases. The Schenectady project in its present state would require 50 per cent or more of the allotment to be used in buying up slum property for conversion.

Mr. Cricher lodged an informal protest with PWA officials and stated he was asking official support from the A.W.A.

In view of this critical action, Miles R. Frisbie, secretary of the Schenectady Housing Authority, stated that if the PWA supported A.W.A. protests, the Authority would substitute other industrial units for the two dry storage warehouses planned. Mr. Frisbie has contended, in opposition by Mr. Cricher and Schenectady and neighboring warehousemen, that the PWA-financed warehouses would not offer substantial competition with the local industry members. His premise for this statement is that dry warehouses would handle commercial traffic, and not ordinary storage. The refrigerated warehouse was needed, he said, as Schenectady has no such facilities. However, in reply, Mr. Cricher points out that cold storage warehouses in the neighboring cities of Albany and Troy, which service Schenectady, are suffering financial difficulties from loss of revenue.

Mr. Cricher lodged no protest

against the refrigerated warehouse phase of the slum-clearance plan, but was emphatic in his opposition to the erection of dry storage warehouses. Mr. Frisbie conferred with him while in Washington, but the data supplied was not convincing proof that the project was "economically sound" for Schenectady, Mr. Cricher said.

As a result of conferences and correspondence exchanged, Mr. Frisbie in a letter on July 17 virtually assured the warehousemen that the dry storage units of the program would be dropped. He wrote Mr. Cricher:

"However, let me repeat in writing what I expressed in words. The Schenectady program can be carried out without the erection of the two types of warehouses referred to. When the matter is being studied we shall invite your cooperation in placing the facts before us which would justify the Authority factually in dropping out the warehouses and substituting another feature in their place.

"As time is very important to us we do not feel that any project that involves controversy is worth retaining—unless it be, as is the case of the small cold storage plant, something that is a vital part of the municipal economy."

### Camden Situation

Meanwhile, Mr. Cricher as the A.W.A. representative has lodged a protest with the PWA against the tentative loan and grant to the South Jersey Port Commission for construction of additional marine terminal facilities at Camden, N. J. The PWA gave tentative approval on April 28 to a \$560,000 loan and grant for construction of three cargo sheds, but Administrator Ickes has not yet signed the final contract, setting forth the financial arrangements. Thus the project has not been officially approved.

In his letter of protest Mr. Cricher requested that the private terminal and warehouse operators in both Camden and Philadelphia be given an opportunity to express their views concerning the proposal to add to the storage facilities of the Jersey port.

He said the project should be rejected and listed, as his reasons, four points. First, he showed that existing facilities both in Camden and in Philadelphia are greatly over-expanded, and cited Government statistics to prove his point; Second, the competitive situation in that district is inviting rate-slash-

ing in efforts to maintain business, and additional facilities would only aggravate the situation; Third, the present occupied space in Camden warehouses was less than 50 per cent of capacity; Fourth, the growing practice of railroads to handle the storage of their own freight, thus removing that business from Camden and Philadelphia operators.

However, it is expected that the Camden project will be okayed inasmuch as the papers are now on the desk of Secretary Ickes, awaiting his signature. All arrangements have been worked out as to the financing and other details, and little hope is expressed that the project can be blocked at this late date.

Following his letter of protest to the PWA concerning the pending Camden application, Mr. Cricher received a letter from the PWA advising him that the Camden project was tentatively approved by reasons of the financial arrangements of the city with the Port Commission, and the city's ability to repay the loan, regardless of the earnings of the terminal facilities.

Col. E. W. Clark, assistant PWA administrator, wrote to Mr. Cricher that because Camden has already invested a substantial amount in marine terminals and is prepared to pay off the \$560,000 loan and grant to the Port Commission, whether earnings of the new facilities are sufficient or not, the PWA okayed the project.

"The conclusion reached by the engineering division [PWA]," wrote Mr. Clark, "and the Board of Review was that additional covered storage space was necessary for the proper utilization of docking facilities. The study also demonstrated that sufficient business is available to make the project self-liquidating. The city of Camden is obligated under existing contract to pay the Port Commission the sum of \$190,000 per year, which sum is sufficient not only to pay the debt service on the bonds of the Commission already outstanding, but also the debt service on the proposed loan, without recourse to earnings. In the past the Commission has refunded, to the city of Camden, any of this payment not needed by it.

"It is realized that in a sense this project will compete with existing warehouse space, but since the facilities are being erected for a special purpose and permit the economic utilization of an enterprise in which the city of Camden

has a very substantial investment, it was deemed that the advantages to the community as a whole were sufficient to establish the social desirability of the project."

—Edwin Hartrich.

#### Farm Storage Proposals Expected to Be Deferred Until the Next Congress

**D**UE to congestion attending adjournment of Congress this session with the controversy over the passage of New Deal "must" legislation, several bills affecting warehousing will be allowed to slide over for consideration next session.

One is Senator Frazier's Farmers and Consumers Financing Corporation Act, S. 1736, which provides for Federal purchase and sale of farm products. An avowed enemy of the middleman, Senator Frazier has introduced a bill which, in effect, would place the Federal Government in the warehousing business in an effort to scale down the discrepancy of prices of food products between the farmer and the ultimate consumer. The purpose of the measure is to eliminate, if possible, the commissions and other charges which private handlers of food products place on transfer from farmer to consumer.

At mid-July the bill was in the hands of the Senate Agriculture Commission. However, as that committee was fully engaged with more important legislation, notably the controversial AAA amendments, S. 1736 will not receive attention this session. Realizing this, Senator Frazier's office intimates that no effort will be made to push his bill this session, but he will attempt to force it next year.

Whether the next session of Congress will be in the frame of mind to consider this type of legislation as have the last two, remains problematical. Inspired by the New Deal reformation work and expensive recovery program, the middle western farm bloc has, since the Roosevelt inauguration, put forth measures in Congress solely to aid the farmers, with little attention paid to the costs, feasibility or constitutionality of the legislation suggested. Should the membership in the next session return to a more conservative viewpoint, passage of the Frazier bill will be attended with more difficulty than would be its lot this year.

The other measure affecting warehousing is Senate Joint Resolution 9, which would authorize the Federal Trade Commission to investigate warehouses engaged in storage of farm products. The resolution was passed by the Senate on Feb. 22 and then referred

to the House Interstate and Foreign Commerce Committee. However, it was learned that at a recent session of the committee, this resolution together with other pending legislation was voted to be considered next session of Congress, due to the work on getting more important measures before the House this summer.

In the "Whereas" section of S. J. Resolution 9, the warehousing industry that handles farm products is damned along with other middlemen, for contributing to the "monopolistic, oppressive and unfair methods and practices" that have caused loss of income to the farmers; and it is charged that the middlemen and warehousemen have violated the anti-trust laws and burdened and restrained interstate and foreign commerce of agricultural products.

The measure calls for the FTC investigation as to what degree that branch of the warehousing industry has contributed to the decline in farm income, the methods and processes of operations, and study of the financial angles of the problem.

However, as this bill is not in the same category as the Frazier bill, for no large appropriation, if any, is involved, and the burden of investigation is placed with the Federal Trade Commission, its chances of passage would seem better than the Frazier measure. In addition, it might provide some interesting political data for use by the farm bloc, should the FTC survey be comprehensive.

—Edwin Hartrich.

#### Proposed Bill Would Mean Liquor Warehouse Scrutiny

**W**AREHOUSES which serve the liquor industries will be subjected to scrutiny if Congress passes a bill sponsored by Senator Lynn J. Frazier, North Dakota.

The measure proposes creation of a joint committee to explore "legal and illegal practices established for the control of the liquor trade within the United States and its territories."

Warehouses are listed among the numerous facilities whose services are utilized by the alcoholic beverage trades and their part in the general scheme would be inquired into.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

#### Eastman to Scrutinize "Big Money" Railroads

**T**HE "big money" railroads—those whose operation is dominated by large financial groups—will come under the inquisitorial eye of Coordinator Joseph B. Eastman within the next few months.

Railroad financing, reorganizations, mergers, acquisition, disposition, insolvencies, credit, securities operations and holdings companies will be scrutinized in an effort to appraise the financing.

Coordinator Eastman, launching the inquiry which was brought about by the insistence of Senator Burton K. Wheeler, said:

"The object of the investigation is not merely to exploit certain possible malodorous or questionable transactions, but to appraise general railroad conditions with a special reference to the conduct of financial matters and the part which financial influence plays in railroad management, purposes and policies, all with a view to correcting any conditions, either by legislation or otherwise, which may be found to be in need of correction.

"Inasmuch as the financial affairs of the railroads and their relations with financial interests are apparently to play an important part in the investigation, it is desirable, if fairly typical conditions are to be considered, that the railroads selected should be representative of financial interests which have been mostly closely associated with the railroads.

"The two leading interest to be considered in this connection are J. P. Morgan and Company, and Kuhn, Loeb and Company, and affiliated financial institutions. There are others such as Speyer and Company; J. and W. Seligman and Company; Hayden, Stone and Company; and Dillon, Read and Company, which have played lesser parts."

The following roads were named:

St. Louis-San Francisco; Chicago, Rock Island & Pacific; Missouri Pacific; Milwaukee, St. Paul & Pacific; Kansas City Southern; Chesapeake & Ohio; Erie; New York, Chicago & St. Louis; Pere Marquette; Chicago & Eastern Illinois; Pennsylvania; Wabash; Delaware & Hudson; Illinois Central; Southern; Central of Georgia; Florida East Coast



## Senate Committee Eliminates Wharfinger Clause from the Wheeler Water Carrier Bill

THE wharfinger clause of the Wheeler water carrier bill, which authorized Federal control of marine warehouses and terminals, has been tossed out of the bill because of protests from cities with publicly-owned facilities.

Senator Burton K. Wheeler, chairman of the Senate Interstate Commerce Committee and author of the bill, stated that inclusion of the wharfinger clause would mean conflict with cities and States owning marine terminals.

The cities of New Orleans, Philadelphia and St. Paul filed protests with the Senate committee and as a result Mr. Wheeler and the committee have agreed to let that phase of Federal regulation of water carriers slide by this session.

Mr. Wheeler admitted he had no set views concerning regulation of wharfingers, "not having studied the matter enough to pass judgment at this time."

Meanwhile, a similar bill introduced in the House by Representative Sam Rayburn, chairman of the House Interstate Commerce Committee, has been referred to the Merchant Marine Committee and pigeonholed until the Senate takes final action on the Wheeler bill. The clerk of the House Merchant Marine Committee stated that the House will wait to see the final Senate draft before deciding whether or not to eliminate the

wharfinger provision, now intact in the Rayburn bill.

The Wheeler bill is an amendment to the Interstate Commerce Act and provides for Federal regulation of transportation of passengers and property by water carriers operating in interstate and foreign commerce.

In addition to the cities which declined to yield to Federal control, the railroads and private warehousemen and terminal operators with their conflicting viewpoints caused the Senate commit-

tee temporarily to eliminate the wharfinger clause. It was stated that the cities in their opposition were not motivated by the competitive angle, although railroads and private operators feel danger to their revenues to some extent under such control.

Meanwhile, the office of Coordinator of Transportation Joseph Eastman, is making a study of the wharfinger problem, and will probably present views on the matter to the next session of Congress.

—Edwin Hartrich.

## Ralph E. O'Neil Heads a New Bronx Household Goods Corporation

The O'Neil Storage Warehouse Corp., with a semi-fireproof warehouse building at 607 Bergen Avenue, Bronx, New York City, has been incorporated, with \$10,000 capital, under the laws of the State of New York, to do a household goods storage, moving, packing, shipping and crating business, with dead storage for automobiles.

The company's president is Ralph E. O'Neil, formerly for six years with the North Side warehouse of Lee Brothers, Inc. Prior to joining the Lee organization he had been superintendent of warehouses and deliveries in the furniture branches of such department stores

as Loeser's, Gimbel's, Spear & Co. and Bloomingdale's.

The O'Neil warehouse has 30,000 square feet gross and 27,000 net and is centrally located at 152nd Street in the Bronx. It contains a sprinkler system, cement floors and steel ceilings.

In a "corporation notice" in the *July Distribution and Warehousing*, Frank Reilly and Edward Reilly were given as the incorporators. That was an erroneous statement, according to Mr. O'Neil, who advises that they are in no way identified either with the corporation or with the warehousing business.

## Arizona Warehouse Divorces Household and Merchandise Storage Operations

HOUSEHOLD goods storage is kept entirely separate from commercial storage in the operations of the Tucson Warehouse & Transfer Company, Tucson, Arizona.

Like most other smaller city warehouses which handle both kinds of business, the Arizona firm formerly took care of the two services under one roof. About three years ago the executives decided to divorce the two operations; and, accordingly, build a separate building for commercial storage. That change has been one of the most valuable the company ever made, according to H. W. Harpham, secretary.

"While it's hard to trace any increase, inasmuch as the new building was added in the middle of the

depression when business was declining everywhere, I believe the separation of departments has yielded us extra business in both," says Mr. Harpham. "I know it has greatly increased customer satisfaction.

"Our household goods building is now one which we're not ashamed to bring the most fastidious woman in the world into. We know she's not going to get flour or bean dust on her clothes. We know that she can see her furniture is being given better care than it would receive in her own home. All those things count in the long run, for one customer's opinion may govern the business of a good many others.

"The whole atmosphere of the two houses is different, as well as the appearance. Except for a cen-

tral stock clerk, the two departments are handled by entirely separate crews.

"This feature not only provides for added efficiency—this because one man does one type of work and becomes expert at it and because there is no conflict of operations—but also helps make a good impression on customers who come to the household goods building. Here, we require that a certain appearance of refinement be maintained which isn't at all necessary in the commercial building."

Some idea of the care in cleanliness made possible by the separation may be had from this fact: once a month, the entire household goods building is vacuum cleaned. Imagine that being possible where the two operations are combined.

# FAMILY ALBUM

A word portrait of

Clarence A. Ullman

By Elizabeth Forman

Mr. Ullman is president of the Federal Warehouse Company, Peoria, and this past June was elected president of the Central Warehousemen's Association of Illinois.



A VACATION that became permanent landed Clarence A. Ullman in the warehouse business in Peoria, Ill.

Mr. Ullman—the middle name is Aaron, spelled with a big A and a little a—was born in Bloomington, Ill., some forty miles from Peoria. When he was six days old his mother passed away, and one of her cousins adopted the infant she left behind. His foster parents sent him to school until he finished the grammar grades, and then to high school. Here he attended three and a half months or until the first examination was approaching, when he left to avoid being kicked out—if one may take his own word for it.

Not to be discouraged, however, his father sent him to a business college and, in time, he got a job in a clothing store, where he collected the munificent sum of \$2 every Saturday night.

Here he remained until he felt the need of a holiday; but when he asked for the hard-earned vaca-

tion, the firm made it permanent—whereby warehousing gained one of its active and loyal members, and the Central Warehousemen Association of Illinois its newly-elected president.

After the clothing store incident, Young Ullman's brother got him a job in Cincinnati—with a liquor firm. He was here for seven years before being seized with a desire to "go west and grow up with the country." He chose the city of Spokane to grow up with, and there he spent a year and a half during which time he became acquainted with a young lady who captured his heart at their very first meeting. They were married and lived happily forever after—or nearly that long, for the Ullmans have celebrated their thirty-first wedding anniversary; and, in these days of bargain counter divorces, that is pretty nearly forever.

Having found himself a perfectly good wife in Spokane, Mr. Ullman decided to go home; so,

twenty-nine years ago, he moved to Peoria to engage in the wholesale liquor business. Already the shadow of national prohibition was in the offing, however, so about nine years later he decided to get out of that industry while there was still time. It was then that he hit upon the idea of building a fireproof warehouse to handle both merchandise and household goods.

The plant erected at that time was about as it still is today save that an additional wing of about 15,000 square feet has been erected. The change from liquor to warehousing was a fortunate one indeed for not only did national prohibition materialize but the war came along and created and brought in its wake increased business which would have taken years to develop. The firm now operates a total of 150,000 square feet of floor space.

As soon as Mr. Ullman got into the industry he joined the American Warehousemen's Association.

(Concluded on page 37)

# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## Deviation from the Contract

IT is well settled law that under ordinary circumstances a warehouseman is not liable in damages for loss or damage to stored goods if such does not result from his negligence. However it is important to know that the higher Courts have held that if a warehouseman, without authority, deviates from the contract as to the place of storage or keeping of the property, and a loss occurs which would not have occurred had the property been stored or kept in the place agreed upon, the warehouseman is liable even though he is not negligent.

For example, in *Lunn v. Lepper*, Perth Amboy, N. J., 178 Atl. 563, it was disclosed that the owner of furniture stored it in a warehouse under an agreement stating that the warehouseman owned and operated a warehouse at 283 Madison Avenue, and that he would haul the furniture to this warehouse and store it in a private room. From the testimony it appears that the warehouseman in all of his literature set forth that he had a warehouse at this address and gave no intimation that he had any other place for storage. However, the furniture was stored in another warehouse building; the latter burned, without any negligence on the part of the warehouseman or his employees.

In holding the warehouseman liable the Court said:

"It is undoubtedly the law that where a bailee expressly contracts, as in this case, to keep property in a particular place, he will be liable for his failure to do so, nor could he escape liability by alleging he was not negligent. . . . Every bailee is bound, in his use of the property, to keep within the terms of the bailment. . . . Contracts are matters of agreement, and even a more beneficial contract cannot be substituted for an-

other without the mutual assent which all agreements must rest."

Also, in *Mortimer v. Otto*, 206 N. Y. 89, it was shown that stored goods, moved into another room without authority of the owner, were destroyed. The warehouseman insisted that the destruction of the goods was caused by the fire, and not by the placing of the goods in a particular warehouse where they were destroyed. In other words, it was contended that the fire was the proximate cause of the destruction of the furniture and that the warehouseman was

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Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

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not liable because the fire did not occur through any lack of reasonable care on his part.

It is interesting to know that the higher Court held the warehouseman liable, and said:

"The defendants [warehouseman], as bailees, were obligated to exercise such care in regard to the property as a reasonably careful owner of similar goods would exercise. . . . They, by their express agreement, subjected themselves to the additional obligations that they would store the goods in a specified place. . . . Fire is an ordinary and frequent agency of destruction or injury, and safety, as against it, was in the contemplation of the parties when they agreed that the property should be stored in the specified room."

## Delivery of Receipts

THE higher Courts have consistently held that a warehouseman may lawfully and without liability deliver warehouse receipts for stored goods under all circumstances when he (1) believes the goods belong to the person to whom the receipts are issued; and (2) he is not a party to and has no knowledge of fraud or illegal transactions regarding the stored goods.

For example, in *Beal v. Dodds Canning Co.*, Lebanon, Ohio, 195 N. E. 570, it was disclosed that the Dodds Canning Co. made contracts with farmers who grew and delivered corn to the canning company. Approximately 30,000 cases of corn were packed that season, and 25,000 cases were warehoused with the Guardian Warehousing Company. Warehouse receipts, delivered by the warehouseman on receipt of the canned corn, were delivered by the canning company to various companies and firms which it owed money. The canning company did not pay the farmers for the corn and they filed suit against the warehouseman, alleging that the corn was unlawfully and fraudulently warehoused with the warehouseman, and that the receipts were fraudulently issued by the warehouseman because he knew the corn had not been paid for.

In holding the warehouseman not liable, the Court said:

"The written contract into which each plaintiff [farmer] entered with the Dodds Canning Company is no more than a contract to grow corn and sell it to the company at a fixed price named. . . . It is indeed pleaded that the defendants [warehouseman] knew that the corn had not been paid for—that is, to the growers—but it is not fraudulent to buy a product which has not been paid for; nor to accept ware-



house receipts secured on such product."

### Warehouseman Liable on Contract

FREQUENTLY, legal controversy arises over seemingly unimportant points of differences between the contracting parties. Generally speaking, a party to a contract cannot avoid fulfilling his obligation unless the other contracting party performed a breach of a material clause in the agreement. In other words, it is sufficient in all instances if contracting parties carry out the originally intended meaning of the contract.

For illustration, in *Johnson v. Arrow Transfer & Storage Co.*, Chattanooga, 80 S. W. (2d) 842, it was disclosed that the Arrow company agreed to pay the sum of \$2,000 for a contract owned by another company for distribution of merchandise in the locality in which the warehouse is located. In this contract the seller of the distribution contract agreed to deliver to the warehouse company a complete list of its customers. The seller failed to turn over this list, but furnished a truck driver who knew all of the routes, customers and their locations. The warehouse company refused to pay the agreed \$2,000 and the seller of the contract filed suit.

In holding the warehouse company liable, the Court said:

"This insistence grows out of a claim that complainants [seller] did not turn over a complete list of their customers to defendant [warehouse company] . . . But the fact appears immaterial, for the reason that it does appear that complainants turned over to the defendant its driver who knew all customers running accounts with complainants. It is not shown that any loss was sustained by reason of such alleged failure. . . ."

### Truck Driver Held Liable

VARIOUS Courts have held that a truck driver may be loaned or hired by a warehouseman so as to become, as to that service, the servant of the party to whom he is loaned or hired, and to impose on the latter the usual liabilities of an employer. In other words, the test of liability for the acts of an employee is whether he continues in the direction and in control of the warehouseman or be-

comes subject to taking orders from the person to whom he is lent or hired. To escape liability, the warehouseman must resign full control of the employee for the time being. So held a higher Court in the late case of *Roman v. Hendricks*, St. Louis, 80 S. W. (2d) 907.

The facts are that a truck owner entered into an oral contract to furnish trucks and drivers for the purpose of hauling and delivering goods for a man named Richards. Although the truck-owner hired, discharged, and paid the drivers of the trucks and furnished the gasoline and oil for operation, thereof, Richards had full control over the drivers.

One day one of the trucks ran over a child, whose parents filed suit to recover damages. It is interesting to know that the higher Court held Richards solely liable, and said:

"In determining whether a loaned servant is the servant of his original master or of the person to whom he has been furnished, the general test is whether the act is done in the business of which the person is in control as a proprietor. . . . But to avoid liability the original master must resign full control of the servant for the time being. It is not sufficient that the servant is partially under the control of another."

### Service Important Consideration

MANY Courts have stated that when considering an application for a certificate to permit motor trucks to operate in competition with railway companies, and with other common carriers, the important consideration is: to what extent will truck operations improve the present service?

For illustration, in *West Shore R. Co. v. Public Utility*, Jersey City, N. J., 177 Atl. 93, the validity of a certificate was upheld and the Court said:

"It is true that the prosecutors provide transportation service between these points, but it is not of the character afforded by the additional bus facilities. . . . As pointed out in a prior adjudication, if railroads are entitled as public utilities to protection against destructive competition, it should be a competition with a service which they have been giving."

### What Constitutes Subterfuge

CONSIDERABLE controversy has existed from time to time as to whether a truck operator is under the supervision and jurisdiction of a State Public Service Commission if he uses a subterfuge or artifice for the purpose of having the transportation appear to be interstate. This point of the law was discussed in *Waer v. Public Service Commission*, Harrisburg, Pa., 178 Atl. 157.

A company engaged in interstate business accepted business which appeared to be intrastate business. However, as the business actually was interstate, the Court said:

"We are not unmindful that the general rule is that a common carrier cannot, by employing artifice, escape regulation."

On the other hand, it is interesting to know that in the case of *Nevin, Inc., v. Public Service Commission*, 99 Pa. Super. 370, the testimony indicated that a company started its trips within a State for a destination in another part of the same State, and, instead of following the direct and ordinary route, made a slight detour into another State. This Court held that, if this detour was for the purpose of evading the regulations of the Public Service Commission, it would be regarded as an intrastate carriage and would come within the jurisdiction of the Public Service Commission.

In still another case, *Interstate Motor Transit Co. v. Public Utilities Com.*, 119 Ohio St. 264, 163 N. E. 713, the carriage was started in Ohio, crossed the Ohio river to give it the character of an interstate movement, and immediately returned to the same point in Ohio. In this case the carriage originated and terminated in the same State.

Therefore, the higher Courts held that although the motor vehicle had traveled through a portion of two States, yet its business of transportation is purely intrastate.

### Bates to Manage Terminals Firm

Donald G. Bates, president of the Oregon Transfer Co., Portland, has been named general manager of Interstate Terminals, Ltd., which operates the Albers docks. He will continue operation of his warehousing property.

# DEVELOPING NEW BUSINESS

Renting invalid chairs is a "natural"  
as a household goods side line

By H. A. HARING

**T**HE invalid chair, commonly spoken of as a "wheeled chair", is one of those items wanted badly by a family on rare occasions but a terrible nuisance about the house at all other times. As one rummages in the attic or the extra "store" room of large homes, especially in the country or the smaller towns, a wheeled chair will be discovered in a corner well covered with cobwebs and dust. Inquiry will elicit the information that "Grandfather sat in that chair the last year of his life" or "That old thing! It's never been used since I broke my hip back in 1911."

But, for the family living in an ordinary house of seven or eight rooms, the invalid chair can not be stored after the immediate need has passed, because the house does not afford space for it. And, in the city apartment, there is no possibility of keeping such a chair beyond the period of illness.

Yet the invalid chair is much used by convalescents, by those permanently crippled, by the old. Children are to be found in them often; one manufacturer tells me that nearly 30 per cent of all chairs made in this country are for children.

These chairs are used every day at railway terminals for the convenience of the sick or the crippled, in and out of trains; they are in demand for an hour or two for persons who must wait between trains and are unable to walk. They are used at seaside and similar resorts even by the able-bodied who prefer to roll along rather than to walk in the sun. The Chicago Exposition brought them into a new prominence to thousands of people who will never see Atlantic City or Palm Beach but who learned the downright comfort of saving the feet and avoiding a melted collar.

An invalid chair costs \$30-35 as a minimum. Probably \$50-65 might be set as an average price, although divided chairs or those

of wicker may cost up to \$100. The variety of models is surprising—probably 25 or 30, in addition to different sizes for children. The varieties run off into "gliders" more or less of the type seen on lawn or porch, these being designed for convalescents; or, as one maker puts it, "for the lazy ones who try to make out that they're sick."

When a patient returns from the hospital the need for an invalid chair smites the family out of a clear sky. The physician says: "You'll be wanting it for six or eight weeks; then you can walk."

Six to eight weeks is not so bad, for a person recently close to death. But a quotation of \$50 to \$75 when they telephone the local surgical supply house is another matter. Next day, when some one goes in to this supply house to look over what is available and to see whether something under \$50 is not to be had, he learns that "We'll have to order it for you; we have only three in stock and not one of them is what you want."

For, because of their bulk and because of the wide range of models and prices, even the surgical supply houses in the major cities make no effort to carry an assorted stock. The turnover is too slow, and, when a family requires an invalid chair, no substitution is possible. The only question is the skill of a salesman to dispose of what the house has on hand or to "sell up" to the higher priced goods. All the time, moreover, the purchaser really has need of the invalid chair for only a few weeks. The need is temporary.

**T**O meet this peculiar need some of our furniture warehouses have developed a rental service for invalid chairs as an adjunct of their business.

Such a warehouse buys invalid chairs of many types—large and small, for children and for tiny tots; "divided" as a rest for the

feet and limbs; chairs of mahogany and wicker as well as of oak and willow; chairs with all the gadgets of the city hospital's requirements; chairs with reading brackets; chairs with table-trays.

The ruling trade discount is about 40 per cent. This discount is of course allowed to the warehouse as it buys, so that the total investment is approximately two-thirds of the list price of the equipment.

A furniture warehouseman is perfectly set up to handle this business. His truck makes delivery at the residence; a careful man keeps the wheels from striking doors and the staircase. The warehouse is equipped to recondition a chair as quickly as it shows evidence of hard usage, so that as a chair goes out on rental it comes into the house with all the shine and glitter of a new article.

The name plate of the manufacturer has, of course, been carefully removed from the invalid chair and, in its stead, either the name plate of the warehouse or a stencilled identification of the warehouse. This plate is, as a rule, so located as to be directly before the eyes of anyone who pushes the chair about, thus using its conspicuousness as a constant reminder of a furniture house ready to serve the community.

The warehousemen learn that hospitals are inadequately equipped with these chairs. Indeed, in nearly every instance that has come to my attention, the hospitals are best customers. They find—I am told—that it is awkward to make a charge to a patient for use of such a wheeled chair while he is still in the hospital but that, when the need arises, it is simple to say that a chair may be had on rental basis by telephoning to such and such a furniture warehouse. Thus the hospital prefers to direct the patient to an outside agency for a service which, if it supplied at all, would be performed without revenue.

A few warehouses—actually

three so far encountered—have become sales representatives for one or more makes of these chairs. The manufacturers did not have local representation, or the local surgical supply houses were allied with rival factories. They gladly accept any agency likely to bring in sales where none had been before possible. This plan not only allows the warehouse a lower price for the chairs it requires for its own rental service but it brings to the warehouse trade-ins and used invalid chairs which the warehouse, for rental purposes, can use to advantage.

Rentals seem to range from \$3 to about \$6 a month, with no rental for less than one month's billing. The lower figure applies only to the cheaper sort of invalid chair or to children's chairs; for all ordinary purposes the going rate is \$5-6. In two cities, I am told, a "discount" is allowed the hospital for rentals within its buildings, this "discount" being in effect a "commission" of 20-25 per cent. Rentals within a hospital are, by all reports, the best sort of advertisement, for the reason that a patient usually will require a chair after quitting the hospital for his home and the most natural thing in the world is to continue patronage where the first chair was obtained. This is especially true because of the name plate of the warehouse on the chair used at the hospital.

Chairs rented from a furniture warehouse are always in prime condition. This appeals to sick persons. Indeed the "rented" chairs are a striking contrast to those usually found in the corridor of a hospital, these being, half the time, dented and scratched from careless usage. A sick person is extremely sensitive; to such an individual clean varnish and bright-looking rubber on the wheel are all important.

With some of these warehousemen an allowance is made whenever a rental becomes finally a purchase. Up to about six months of rental may be applied against purchase of the chair under contract, the usual rule being to allow one-half the sums paid for rent to offset the selling price of the chair itself. When sales are made, the mark-up from 60 per cent of list price to full list allows a bit more than 50 per cent profit on the warehouse's cost for the chair. This is a nice margin.

#### Solicitation by Mail

The business is advertised by at least two warehousemen.

They tell me that circulars and letters are sent to all physicians in the city and to all registered nurses. By personal solicitation the hospitals and surgical supply houses are kept informed of the service available in their community. One of these warehousemen has extended this direct-mail

effort to every physician and nurse within fifty miles and has been richly rewarded by a nice volume of business from outlying sections. For points beyond fifteen miles, or the established retail store free delivery zone, the initial month's rental is one-and-one-half times the going rate, the addition being a specific charge for delivery and pick-up of the chair.

The classified pages of the telephone directory are used by nearly all of these warehouses. It is a logical medium for this service.

Competition hardly exists, except when a rival warehouse in the community enters the field. The surgical supply houses, which ordinarily sell invalid chairs, have not the space to stock more than two or three. They cannot hope to carry an adequate stock; such orders as they receive are subject to shipment from factory or jobber. These houses have no interest or incentive to go into the rental of chairs; they are sales organizations and nothing else. The warehouse with a fair stock on hand soon corrals the local sales representation for one or several makes.

For the rental business itself only another warehouse is likely to compete for the business. Most communities have absolutely no facilities of the sort, there being no invalid chair rental available. For the furniture warehouse, this business is, as we have said, a "natural" development.

## Avoid Guess Work When Mapping Sales Areas

(Concluded from page 17)

There you have it. Even the greatest concerns, able to think for themselves, modify their plan by what their rivals are doing. This does not mean they blindly copy one another's distribution. It proves, however, that they are considerably influenced. Competition, in other words, is another element in mapping the zones—to be applied after giving due weight to population and buying power and distribution and all other factors.

Now, inasmuch as the big fellows profit by learning what competition has found it wise to do, a smaller concern may as well begin where they leave off. In mapping zones, about as good a base as you can find is to lay off on paper the distributing centers and the area

covered from each of those competitors whom you meet most often in your selling. By discovering what they have learned, you profit by their hard earned experience; sometimes it is easier to modify and change a going plan than to initiate a new one for yourself.

Sixty or more national distributors can hardly be all wrong! Yet this number, within a month or two, have separately told me that "our competitors' plans" are duly weighed before they map, or alter existing maps, of their own distributing zones.

#### Long Island Warehouse Changes Ownership

The Kew Gardens Storage Warehouse, Inc., Kew Gardens, Long Island, N. Y., has purchased from the Queensboro Storage Warehouse, Inc., Jamaica, Long Island, one of the latter organization's fireproof units—a six-story steel and concrete building with 50,000 square feet of floor space. The structure is the newer of two units operated by Queensboro, and the Kew

Gardens firm will use it both for household goods and selected merchandise storage.

The Kew Gardens company has removed from the plant it operated at 120-08 Jamaica Avenue, Richmond Hill; but, because of having long been identified in the locality, has established general offices at 120-11 Jamaica Avenue.



# MOTOR TRANSPORT

## Classifications on Which Rates May Be Promulgated Are Planned by National Trucking Group

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1137 National Press Building.

**I**NTERSTATE truckers meeting here early in July launched what is perhaps the most ambitious program ever undertaken in the history of highway freighting when they laid plans for classifications upon which rates can be promulgated.

In two days' discussion the assembled truckers, who came from a score of States and the District of Columbia, gave every indication that they appreciate the hugeness of the task, but optimism was the watchword.

Nothing in the nature of detail was attempted. This will be left to a committee to be composed of men experienced in rates and classifications, to be drawn from all sections of the country for the purpose of piecing together a composite of the industry's needs in this direction.

The classifications now in use by the railroads were considered by some as adequate and equally applicable to truckers, but the thought was not unanimous. Some leading highway operators favored a separate identity in all particulars, moulded to meet the differing requirements of the competing services—rail and highway.

Pending the formation of the classification committee, which will proceed slowly to insure a membership of the most experienced and technical men in the trade available, the interstate operators will look to their "steering committee" to advance the plan, they agreed.

This group came into existence at the two-day meeting with William E. Humphreys of this city as its chairman. The members serving with Chairman Humphreys, two representing each of the 12 regions into which the country is divided for trucking purposes are:

L. A. Raulerson, Jacksonville, and L. C. Bittick, Forsyth, Ga.,

representing Florida, Georgia, Alabama and Mississippi.

H. E. Howell, Taunton, Mass., and Percy F. Arnold, Providence, representing Maine, Massachusetts, New Hampshire, Connecticut, Rhode Island and Vermont.

R. W. Barnwell, Burlington, N. C., and L. J. Benton, Louisville, representing North Carolina, Virginia, South Carolina, Tennessee and Kentucky.

J. L. Keeshin, Chicago, and John W. Morrison, Akron, representing Ohio, Indiana, Illinois and Michigan.

C. S. Reynolds, Tacoma, and Clarence A. Garrett, Pocatello, representing Washington, Oregon, Montana, Idaho and Utah.

George F. Whitehead, Paterson, N. J., and Ted V. Rodgers, Scranton, representing New York, New Jersey and Pennsylvania.

R. J. Braun, St. Paul, and C. J. Williams, Milwaukee, representing Wisconsin, Minnesota, North Dakota and South Dakota.

R. A. Anderson, St. Louis, and F. R. Petty, El Dorado, Kans., representing Iowa, Nebraska, Kansas and Missouri.

Roy B. Thompson, San Francisco, and E. E. Chambers, Phoenix, representing California, Nevada and Arizona.

Evans Nash, Oklahoma City, and Fisher G. Dorsey, Houston, representing Texas, Louisiana, Arkansas and Oklahoma.

L. J. Russell, Douglas, Wyo., and Frank D. Shufflebarger, Albuquerque, representing Colorado, Wyoming and New Mexico.

John Smith, Sr., Huntington, W. Va., and Joseph Davidson, Baltimore, representing Maryland, Delaware, District of Columbia and West Virginia.

When the rates and classifications committee comes into existence the foregoing will have much of the preliminary work out of the way and probably will have a

recommendation on the subject of railroad classifications vs. independent classifications.

The principal paper on the subject of classifications was read by Frank I. Hardy, Boston, who has pioneered in this work in the eastern section of the country. He urged simplicity in make-up, with the principle of density of commodities carried playing the important part in reckoning costs.

While the subjects of classification and rates were the most important, they were not the only topics of discussion. L. A. Raulerson, Jacksonville, urged his colleagues to band together in a fight against oppressive taxes by State governments.

"Our State governments are as far apart in their tax treatment of our industry as the two poles," he keynoted.

Citing the fact that no amount of efficiency, scraping or service can control the tax expense item, he declared: "The time has come when the trucking industry must rebel!"

He contended there can be no justifiable criticism against taxing the users of highways and bridges for their proportionate share of such construction and maintenance as becomes necessary; or for the necessary costs of traffic regulation and kindred subjects.

However, Mr. Raulerson continued, there are numerous abuses and discriminations in tax.

Until there is greater uniformity in truck weights and sizes there can be little hope for greater reciprocity between States with respect to the free flow of freight in vehicles from other States, William Clark, Philadelphia, counselled the gathering. He pointed out that absence of uniformity is one of the arguments mainly used by motor vehicle departments to justify discriminations against out-of-State trucks. He suggested the operators devote more thought to this subject, and gave them the

# TATION

Department Conducted by  
F. Eugene Spooner

following picture of the problem to be tackled:

There are 10 different permissible maximum heights of trucks, ranging from 11 to 15 feet.

There are five different width limitations, ranging from 84 inches to 108 inches.

There are 11 different allowable lengths for trucks, ranging from 26½ feet to 60 feet; 13 for tractors and semi-trailers, ranging from 30 feet to 85 feet; and 10 for truck-trailers — where permitted—ranging from 38 feet to 85 feet.

The gross weight maximums for a single unit range from 14,000 pounds to 49,000 pounds in 17 different variations; on combinations, there are 24 different maximums, ranging from 14,000 pounds to 118,080 pounds.

The trucking industry's \$100,000,000-a-year insurance bill was taken up by Maurice Tucker, South Bend, Ind., who ascribed several reasons for this operating expense, which now exceeds the tax costs, including gasoline taxes.

One of the principal causes, he pointed out, is the fact that the industry is comparatively new and trucking risks have not yet been given specialized treatment. Linked with this, he said, is the fact that many insurance companies are heavy holders of railroad bonds and do not have a natural inclination toward reducing the operating costs of a competing medium.

On the question of compulsory insurance Mr. Tucker advised the industry "to move with extreme caution." Careful operators might be found to be penalized for those who are not careful, he warned.

Allan J. Wilson, Boston, added the suggestion that a well-planned and enthusiastically backed safety campaign will do much to cut down accidents with life and property loss, and will be directly reflected in insurance costs.

Numerous other papers were read, followed by an open forum for discussion of industry problems.

—James J. Butler.

The personnel of the "steering

Is This the Standard Truck of the Future?



**A** NEW rail-highway motor truck, loaded with rubber tires from the plant of the B. F. Goodrich Company and consigned to its warehouse in Cleveland, recently made a successful test run from Akron to Cleveland over the Baltimore & Ohio railroad tracks, turned off the rails at West Third Street, and proceeded to its destination.

This unit, made by the Hendrickson Motor Truck Company for C. C. Nugent of the General Transportation Company, Boston, developer of this road-rail truck idea, has combination wheels which carry special truck tires de-

veloped for this purpose by Goodrich engineers. The tires are mounted beside steel flanged railway wheels.

The truck is driven on the rails at any crossing. The rubber tires are then deflated and the truck thus settles down with its steel wheels on the tracks. The front wheels are locked when the truck is on the tracks and the driver has no steering to do.

When the truck arrives at its rail terminus, tires are inflated simultaneously from the engine by the same air system used for brake operation.

committee" mentioned in the foregoing Washington correspondence includes warehousing executives.

The committee's chairman, William E. Humphreys, is president of the Jacobs Transfer Co., Inc., Washington, D. C., and Baltimore. L. A. Rauler is president of the Coast to Coast System, Inc., Jacksonville, owned by the Brown Transfer & Storage Service, Inc., West Palm Beach, Fla. Percy F. Arnold is president of the Cole

Teaming Warehouse Co., Providence. C. A. Garrett is president of the Garrett Transfer & Storage Co., Pocatello. E. E. Chambers is secretary of the Chambers Transfer & Storage Co., Phoenix. F. G. Dorsey is owner of the Patrick Transfer & Storage Co., Houston. F. D. Shufflebarger is president of the Shufflebarger Transfer & Storage Co., Albuquerque. Joseph Davidson is president of the Davidson Transfer & Storage Co., Baltimore.



## DODGE'S NEW 3-TONNER HAS OUTSTANDING FEATURES

**A** NEW series of 3-ton trucks has been placed in production by the Dodge Division of Chrysler Motors, Detroit. This line is particularly adapted to semi-trailer and van operation. In appearance and other distinguishing features, the 3-tonner is similar to the other models—namely, the  $\frac{1}{2}$ ,  $1\frac{1}{2}$  and 2-tonners.

Three standard wheelbases are supplied: 152, 170 and 188 inches. Chassis prices start at \$1,695 for the 152-inch equipped with 8.25/20 tires, duals rear.

In appearance, attention to driver comfort and convenience, the series has several features. Radiators are slanting, as in the latest passenger cars; driving compartment may be aired through an adjustable cowl ventilator; tilted windshield is opened by means of a single crank; cab seats are wide, deep and comfortable; seats are adjustable; upholstery is durable; and rear window is large, an important safety factor.

Frame is of hot-rolled steel; frame side rails, tied together by



A feature of the engine cooling system is an automatic thermostatic temperature control through which the cooling water is by-passed and prevented from circulating through the radiator until it has reached the temperature of usual engine operation.

six cross-members (five on the shorter wheelbase model) are 8 9/32 inches deep, 2 1/2 inches wide and 5/16 inch thick; overall length of the longest frame is 272 7/16 inches, allowing considerable diversity in wheelbases, body types, loading features and other details.

Axle construction and design have been given particular care. Front axle, of heat-treated carbon steel, is of I-beam cross-section, 3 inches high and 2 1/2 inches wide. Front wheel bearings are the roller type. Steering knuckle, arms and pivots are of special steel, the pivots moving in copper-lead bushings. Tie rods and drag links have been given liberal safety factors in materials and dimensions.

Rear axle is full-floating, the housing being a welded steel square-tube type. Brake flanges are welded to the rear axle tube. The spiral bevel ring gear of the final drive has a 14 1/2-inch diameter with a 2 3/16-inch face. A special thrust screw minimizes



sideplay in the ring gear, and the drive pinion is straddle-mounted and supported in adjustable taper roller bearings.

A feature of the rear axle is the number of bearings employed in it; there are nine—two inner and two outer axle bearings, two differential bearings, two outer and one inner pinion bearing.

Axle shafts measure 1 11/16 inches at the center and 1/87 inch at the 16-spline end.

Final drive ratios are 7.4 to 1, 6.8 to 1, and 6.166 to 1. A double-reduction unit, ratio 8.21, is also available at extra cost.

Leakage of lubricant from rear axle bearings is prevented by a step-cut grease-sealing ring similar to a piston ring. This ring is situated next to the larger diameter of the outer axle bearing and is compressed, like a piston ring, when it is made to enter the hub. Unlike a gasket, the metal seat does not change its shape.

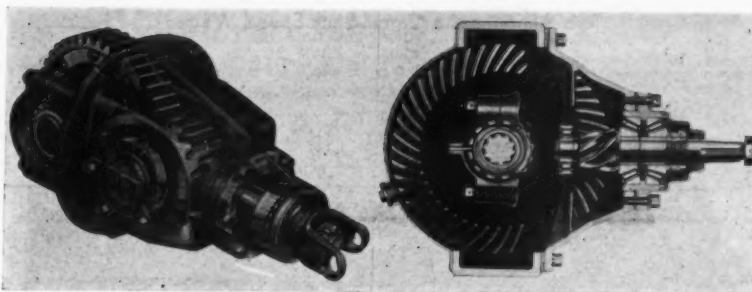
Axle ratios and those of the five-speed gearset are balanced so as to give practically the advantages of a 2-speed rear axle, as the fourth speed also is silent and is intended to be used as a second high gear.

All transmission gears are of molybdenum steel. The ratios, together with the four final drives, give the following combinations:

Transmission Ratios	Final-Drive Ratios			
5th—direct	7.4	6.8	6.166	8.21
4th—1.478	10.93	10.048	9.113	12.134
3rd—2.395	17.723	16.28	14.767	19.662
2nd—4.38	32.412	29.78	27.007	35.959
1st—7.58	56.292	51.54	46.738	62.231
Reverse—6.10	45.14	41.48	37.612	50.081

From the gearset the power of the engine is conveyed to the rear axle through a tubular propeller shaft with cross-and-trunnion type roller bearing universal joints.

Front and rear springs are semi-elliptic, of carbon-molybdenum



For unusual service conditions involving continued handling of maximum loads over steep grades, Dodge offers this double-reduction unit. The ratio of the unit is 8.21 to 1.

Rear drive and differential carrier assembly of the Dodge standard 3-ton truck. Drive gears are generous in size, the ring gear being 14 1/2 in. in diameter, with 2 3/16 in. face.

steel. The front springs are unusual in having their shackles not in the rear of the spring, as is con-



Convenience and safety are keynotes in the layout of the instrument panel of the standard 3-ton. Note windshield control, and the centralized, large, easily read instrument dials.

ventional practice, but in front. Steering is made steady to a remarkable degree, it is stated, and so-called wheel fight is eliminated

through this change in shackle mounting.

The steering system is of the worm-and-sector type, with 23.2 to 1 ratio. The steering column is adjustable. The steering wheel is 18 inches in diameter.

Two sets of brakes are provided—4-wheel, pedal-operated and booster-actuated hydraulics for service, and a lever-controlled mechanical brake for parking. The hydraulic service brakes are of the step-cylinder type, cylinder diameter being larger for the rear shoe of each brake setup in order to equalize the service life of the brake lining on both shoes. The brake booster, of the vacuum-suspended type, has a bore and stroke of 7 1/4 by 8 inches.

The statement is made that with the service brakes of the Dodge 3-ton trucks, employing a 7 to 1 pedal ratio and the booster, it is never necessary to exert a pedal pressure of more than 150 pounds for an emergency stop.

The parking brake is located at the rear of the transmission; it is external-contracting and controlled by a conveniently situated hand lever. The parking brake drum is 9 1/2 inches in diameter, giving a friction contact of 72.81 square inches.

The powerplant is a high-efficiency 6-cylinder L-head 3 1/2 x 5-inch engine, having a piston displacement of 309.63 cubic inches, an SAE or license rating of 31.54 HP, and a torque of 200 pound-feet at 1100 RPM. The cylinder block material is nickel chrome molybdenum iron, and the compression ratio is 4.7 to 1.

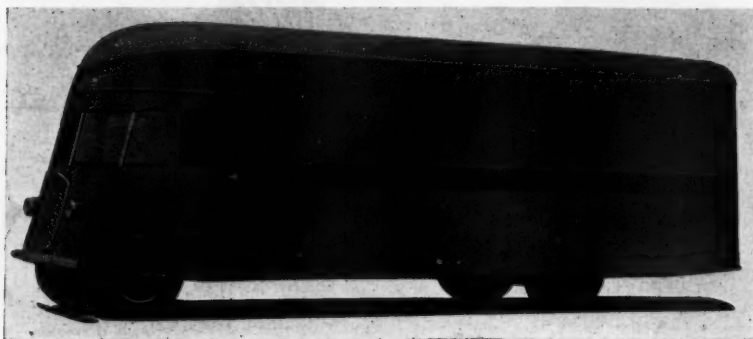
Stamina and long life appear to have been paramount considerations in the design of the engine. One instance of this is the drop-



Rear wheel bearing lubricant is retained by a unique oil seal in the form of a step-cut ring similar to a piston ring.

The front springs are unusual in having their shackles in front instead of in the rear. Steering is steadied.

## Reo Announces a Camel-Back Speed Wagon



**S**UGGESTIVE of the trucks of tomorrow are the lines of the new Reo metropolitan type Speed Wagon, designed for easier handling in congested traffic.

Cab over the engine construction permits use of a 15-foot body with the same wheelbase and same over-all length as a conventional truck with a 12-foot body.

With full-rated load the gross weight of 13,500 pounds is 35 per cent on the front wheels and 65 per cent on the rear.

The engine hood is well insulated to protect the driver from heat and fumes. Hood side panels are easily opened to give access to the engine and its removal as a unit with gearset and radiator.

forged crankshaft, which is 36 9/32 inches long, weighs 100 lbs., has twelve counterweights to smooth out vibrations, and turns in seven bearings the total contact area of which is 96.9 square inches. Similarly, the camshaft, of hot-rolled carbon steel, revolves in four bearings with a total area of 29.05 square inches.

Engine pistons are of the steel-strut, slotted skirt type. Piston material is a special light-weight aluminum alloy. Compression is safeguarded by four compression and one oil control ring, all located above the piston pin.

Oval-head exhaust valves of high nickel chrome tungsten alloy steel, seating on tool steel inserts—and flat-head inlet valves of chrome nickel steel are used. All valve guides are removable, for quick servicing. Valve tappets, of cold-drawn steel, are of the mushroom type.

Connecting rods are of I-beam section, with thin-wall bearings of babbitt-lined steel at the big ends. Piston pins are clamped into the upper ends of the rods.

Engine lubrication is obtained by oil pressure of 30 to 35 lbs., furnished by a pump driven from the camshaft and controlled by a relief valve. The pump forces oil to the main, connecting rod and camshaft bearings. Positive oil-spray lubrication through indexed openings in

the connecting rods is employed for the cylinder walls and the piston pins. Engine oil is kept free from impurities by an automatic filter mounted on the engine.

Efficient cooling water circulation is maintained by a belt-driven centrifugal pump which forces 10 gallons of water through the entire cooling system at 1000 engine revolutions per minute. Satisfactory cooling is further assured by a 21-inch 4-blade fan driven by a double belt. A feature of the engine cooling system is a thermostatic water temperature control through which the water is bypassed and prevented from circulating through the radiator until it has reached the temperature of normal engine operation.

A spring-cushioned clutch with 13-inch single plate passes the power of the engine on to the transmission. Clutch facing is of woven asbestos and has a friction area of 177.82 square inches. The clutch throw-out bearing is lubricated through a grease tube leading to the outside of the clutch housing.

The fuel system comprises a camshaft-driven pump conveying fuel from a 25-gallon side-mounted main tank, through a filter, to a 1 1/4-inch carburetor guarded by an efficient air cleaner. There is a governor, limiting the engine's speed to 2800 R.P.M.

Included in the electrical system are a 136 ampere-hour storage battery, a high-tension ignition coil, an automatically advancing and retarding ignition distributor, a generator of 21 amperes capacity, a starting motor engaging with the flywheel rim through a 13.77 to 1 gear ratio, a powerful horn of the vibrator type, headlamps of the two-filament depressed beam type, parking-light bulbs located inside the headlamps, stop light with hydraulic pressure switch control, and indirect instrument panel lighting.

Tire equipment includes front-tire sizes ranging from 8.25/20 ten-ply to 9.75/20 twelve-ply; rear tire sizes range from 8.25/20 ten-ply dual to 9.75/20 twelve-ply dual.

Other dimensions, not specifically mentioned in preceding paragraphs, are: over-all length (188-inch wheelbase) including front bumper, 275 3/16 inches—back of cab to end of frame (188-inch wheelbase) 161 inches—width over dual tires (9.00/20 tires), 89 1/4 inches.

## Aero Mayflower Applies for Certificate in California

**T**HE Aero Mayflower Transit Co., with headquarters in Indianapolis, has filed an application with the California State Railroad Commission for a certificate of public convenience and necessity to operate a motor van line service as a common carrier throughout virtually the entire State.

The service would be for transportation of household goods, personal effects, furniture, fixtures, office furniture, antiques, musical instruments and other household and office equipment, packed, crated and unpacked.

In its application Aero Mayflower set forth that there are various warehouse companies engaged in the storage of household goods and furniture and operating in direct competition with the depositories of the Bekins Van & Storage Co. and the Lyon Van & Storage Co., and that to solicit and enjoy any long distance moving business in large and small lots these other warehouse firms, members of the Mayflower Warehousemen's Association, are obliged to give their business to their direct competitors, Bekins and Lyon, with the result that the originating Mayflower concerns lose their identities and the value of their extensive advertising and solicitation; it is for the Mayflower-affiliated companies that Aero Mayflower Transit desires the privilege set forth in the application.

## New Weight Tax Law in Indiana

**A**N Indiana weight tax law effective July 1 is on the basis of 60 cents a hundred pounds or major fraction thereof. It is figured on the gross weight and includes all types of motor freight equipment.

It is now unlawful for a motor carrier engaged in interstate or intrastate haulage to operate unless the fee has been paid. Plate or tag must be displayed on vehicle to show tax has been paid. The fee applies regardless of whether any license fee or tax has been paid in another State.

In addition, the owner must pay his state license fee and other taxes.

The fee of 60 cents a 100 is computed from Jan. 1 but if an operator puts his vehicle in operation after that date the annual fee is reduced by one-twelfth for each elapsed month of such year. For instance, if he puts a unit into operation on Dec. 1, he would pay 5 cents a 100 pounds; if on Feb. 1, 55 cents a 100.

These fees paid into the State treasury are to become a part of the general fund; to be credited to the State highway fund quarterly; to be used by the State Highway Commission for the construction, maintenance and repair of the State highways, "except so much thereof as may be appropriated for the expenses of administering this act."

## Rhode Island Regulates For-Hire Motor Trucks

**A**RHODE ISLAND law supervising transportation of property in for-hire trucks became effective July 1. The main provisions are as follows:

Common carriers are forbidden to operate on the public highways unless they are granted certificates by the State Commission, after a hearing.

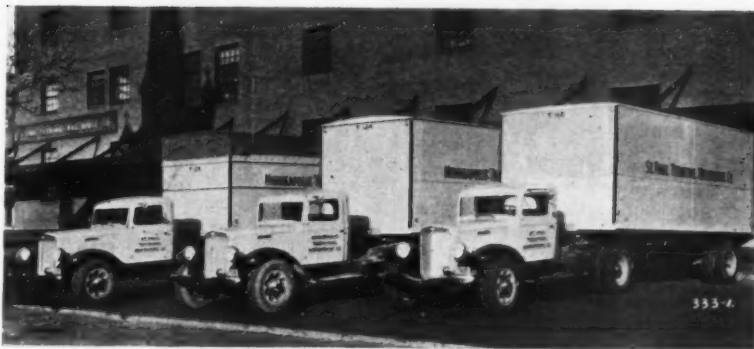
A schedule of rates and charges must be filed coincidentally with the filing of application for a permit. Such rates must be shown to be compensatory and not less than the cost of performing such service. These rates will be subject to review by the Commission.

Contract carriers are subject to the same regulation generally as common carriers.

There is a "grandfather" clause protecting those already in operation, whether contract or common carrier, but both must conform to the regulations of the Commission in regard to rates and routes.

Interstate carriers must apply to

## St. Paul Terminal Adds Streamline Trucks



**F**OR merchandise distribution the St. Paul Terminal Warehouse Co., St. Paul, has purchased these three new-type streamlined 3 to 4-ton International trucks. Each is used with a semi-trailer 20 feet long, 8 feet wide and 7 feet high. The units are painted yellow, with lettering in black. The company operates 60 trucks and 38 trailers,

and 52 of the former are Internationals.

The newly-purchased trucks will be used in carrying out contracts with the Great Northern Railway Company for transporting goods between various points in the Twin Cities as a substitute for trap-car service.

the Commission for hearing or permit. The Commission can make reasonable rates with respect to operations within the State.

Evidence must be furnished of financial ability to pay at least \$5,000 damages for death or injury to one person; \$10,000 for death or injury or personal injury to two or more in the same accident; and \$1,000 for property damage. Evidence may be in the form of insurance, bond or guarantee. Penalties, at the discretion of the Courts, are set at not more than \$200 for each separate offense and not more than one year's imprisonment.

## Protest Against Competition

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**A** "MAIL-BAG" protest to the Government against wholesale purchase of motor trucks to compete with the vehicles of private operators has been launched by the trucking industry.

Recently the Department of Agriculture bought 18,000 trucks, but temporarily quieted a rising tide of protest on the part of operators with the assurance that these will not be used in competition with private operators. The contrary has been found to be true, however, especially on highway construction jobs; and with announcement that more trucks are to be contracted for, it was decided to enter a vigorous protest, backed by operators in all States.

—George H. Manning, Jr.

## Rodgers Suggests Safety "White Collar" Group

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**C**REATION of a "white collar" project under the works-relief administration, charged with the responsibility of coordinating highway safety in the 48 states, has been suggested to President Roosevelt by Ted V. Rodgers, president of American Trucking Associations, Inc.

The funds could be taken from that portion of the work-relief money set aside for educational purposes, Mr. Rodgers suggested. The program would make safety experts and others available to supplement State agencies.

Mr. Rodgers pointed out that the motor truck accident curve has been following a downward trend in recent years, but reminded the situation is still one "of great national concern."

—H. M. Manning.

## How Nuisance Taxes Affecting Trucking

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**T**HE "nuisance" tax extension resolution, which will levy a \$237,000,000 per year burden upon products consumed principally by highway users, has been signed by the President. The measure provides for a two-year extension,



## Bridgeport Firm Adds De Luxe Streamline Van



**F**OR use in removals of household goods the Bridgeport Storage Warehouse Co., Bridgeport, Conn., has placed in operation this International Model C-40 with special 215-inch wheelbase chassis with hood and cowl rebuilt in order that the de luxe body might be effectively streamlined. Tires are 825/20.

The body was built by the Gerslenslager Co., Wooster, Ohio, and contains approximately 1025 cubic feet with tail gate load; with doors

closed, about 875 cubic feet. Inside measurements are 16 feet for length and 7 feet for height; and outside width is 96 inches. There are double full-length doors in the rear, with a 36-inch outside tail gate. Equipment includes electric windshield cleaner, rear view mirror, and the necessary lighting appendages to comply with Connecticut laws.

Painting and lettering are in the Aero Mayflower Transit Co. color combination.

compared with the one-year continuation agreed on last year.

The Federal gasoline tax of one cent is estimated to reap the largest harvest—\$170,000,000—during the fiscal year beginning July 1. Estimates of the annual revenue to be derived from other imposts directly affecting the trucking industry are: lubricating oil, \$28,000,000; tires and tubes \$27,000,000; motor trucks, \$6,300,000; and automotive accessories, \$6,200,000.

Continuance of the Federal gasoline tax was agreed upon despite strenuous opposition by petroleum and highway interests and by a number of Congressmen who had assailed the tax as unfair.

—George H. Manning, Jr.

### A Texas Court Ruling

A Texas firm which does a large amount of shipping recently leased a fleet of trucks. The State attempted to enjoin the company from operating those trucks without obtaining certificates and permits required of contract motor carriers.

The shipping company countered with the contention that the trucks under lease were, in effect, its own property.

The Supreme Court of Texas upheld that contention without dissent.

### Uniform Moving Rates Are in Effect in Michigan

**N**EW uniform moving rates for Michigan were put into effect on July 1 through State Public Utility Commission regulation.

Formulated after long discussion of tariffs for various types of services, the schedule has the support of the Michigan Furniture Warehousemen's Association and the Detroit Furniture Warehousemen's Association.

It is stated that the rates are generally lower than in other States as a result of comparative study before final adoption by the Commission. Full provisions for insurance, carrying-capacity, conduct of drivers, and equipment, are covered.

Michigan movers, especially on long distance hauls, are watching the effect of the new rates on consolidating orders for trips.

Michigan's movers generally believe that the industry has been placed on a genuinely stabilized basis for the first time.

The rates affect all furniture moving, including household goods, office furniture and store fixtures. The tariff includes a 33-page table of rates calculated for every mile from 5 to 1500 and showing rates per cent per 100 pounds for each

of 15-load weight groups into which the rates are divided, from 1 to 10,000 pounds. Dockage charge, covering both loading and unloading, is to be applied once only but is in addition to the weight-mileage charges specified.

### Movement Under Way to Have AVL, Aero Mayflower, UVL, Form Trucking Unit of ATA

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.  
1157 National Press Building.

**N**EGOTIATIONS are under way to bring furniture movers under American Trucking Associations, Inc., as a unit of that federation, in a move which, it is believed, would do much to end the strife which has gone on between the two groups for several years and which was greatly intensified by dispute over NRA code government.

John L. Wilkinson, president of Allied Van Lines, Inc., and operator of Carolina Transfer & Storage Co., Charlotte, N. C., is leading the movement within the trade, and ATA stands ready to call an organization meeting when notified that the time has arrived for actual affiliation, it was announced here.

Mr. Wilkinson is understood to speak the sentiment of several hundred companies associated with the organization which he heads. He has surveyed the field, and while no official statement on the results of his study has been made, the fact that he is negotiating with ATA is taken as proof that the response was favorable to the idea. Should a considerable membership of Allied Van Lines vote to affiliate with the central organization here, the persuasive effect upon many others in the same field would be great, it is believed.

Demise of the Blue Eagle eliminated the chief battleground that had existed between the movers affiliated with National Furniture Warehousemen's Association and those in ATA. An organization meeting to bring about what, in effect, is an amalgamation of the two would have been held earlier, it was stated, had it not been for the fact that the Wheeler-Rayburn bill was in process of enactment, occupying the attention of all interstate truckers to the exclusion of other trade matters.

When the meeting is called by American Trucking Associations a general invitation will be issued and it is expected to bring to Washington many affiliated with National Furniture Warehousemen's Association, Mayflower, United Van Lines and others.

Formation of a separate unit for

furniture movers under ATA will not necessitate the dissolution of any of these organizations although the scope of their activities presumably would be narrowed.

—James J. Butler.

### **I.C.C. Says Railroads Cannot Fix Rates Which Violate Its Section 4**

**DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.**

**T**HE trucking industry won a smashing victory when the Interstate Commerce Commission ruled late in July that railroads cannot with one fell swoop break down Section 4 of the ICC Act merely to improve their competitive position with reference to motor and water carriers.

The Commission declared exemptions from Section 4 may be had only in special cases; they may not be granted to cover general situations. Further, the Commission said: "Truck competition does not justify departures from the aggregate-of-intermediates provision to establish reduced rates at an intermediate point."

In the instant case, railroads in Official Territory sought authority to establish, between points in that territory, rates on merchandise in shipping containers and in mixed carloads without observing the requirements of Section 4. The original application asked blanket permission to cut rates as much as 40 per cent to overcome truck competition, but upon oral argument this figure was advanced to 70 per cent.

#### **"Declaratory" Ruling**

The victory was regarded important to truckers not only because of its effect in the case at hand but because it was a declaratory decision on Section 4. Overruling the railroads, the Commission said:

"The prohibition of Section 4 against the charging of a greater compensation as a through rate than the aggregate of the intermediate rates is absolute, except in cases which, upon application by the carriers and investigation by us, disclose special situations justifying relief from the provisions of law.

"In our administration of the fourth section in connection with competitive adjustments we have rigidly safeguarded two general principles. They have usually been stated in connection with applications for relief from the long-and-short-haul clause, but they are equally applicable here. First, the competition relied on to differentiate the through traffic from that from or to the intermediate point

must exist as to the one and not as to the other, or in different degrees, and must be compelling and beyond the control of the rail carrier to avoid. Secondly, the rate adjustment proposed must be appropriate to meet the competitive situation which exists, and the competitive rate must not be lower than necessary to meet the competition.

"Truck competition does not justify departures from the aggregate-of-intermediates provision to establish reduced rates at an intermediate point, if the through traffic is subject to competitive influences to the same extent as is that from or to the intermediate point. All of these considerations involve questions of administrative judgment reposed in us by Congress when it left to us the determination of the special case justifying relief from the provisions of Section 4. We cannot avoid that responsibility but must continue to examine the situations brought to our attention to the end that these principles be given continued vitality.

"The application before us is not directed to any special situation but is general in character and scope and indefinite as to detail. What is said to be true with respect to truck competition in the territory in question undoubtedly applies with but variations of degree to every section of the country. The same arguments could readily be made for universal relief as to truck-competitive rates. Obviously this is not the statement of a special case, but rather is an attempt to convince us that under present truck-competitive conditions the rail carriers should not be required to comply with this provision of law but should be given by our order a general exemption from the operation of an otherwise mandatory statute. The jurisdiction invoked is legislative, and not administrative. A general case, and not special cases, is before us."

—James J. Butler.

### **Salt Lake Chamber Supports Warehousing in Liquor Case**

The Salt Lake Chamber of Commerce has adopted a resolution protesting against storage of liquor under bailment in the warehouse of the Utah Liquor Control Commission. The memorial asked Gov. Blood to see to it that liquor stocks not actually owned by the State be stored in public warehouses.

As pointed out in the July *Distribution and Warehousing*, the Utah Commission leased a building for warehouse purposes and refused to give public warehousing any consideration in the storage and handling of liquor.

### **A New Recovery Law Is Enacted by Wisconsin**

**G**OV. PHIL LA FOLLETTE of Wisconsin has signed the Vaughan bill re-enacting the State Recovery Act. The major difference between the new Act and the old law, which was declared unconstitutional by the State Supreme Court in March, is that under the Vaughan measure the right to institute and administer codes has been taken from industry and placed in the hands of the Governor. The measure became effective following its publication on June 25.

Approximately twenty Wisconsin industries, including the merchandise warehousing and household goods storage and furniture moving trades, operated under codes under the old Act. With the issuance of general instructions and restrictions governing the moving business by the Wisconsin Public Service Commission, it is doubtful whether this division of the industry will apply for a code under the new law. The Commission's order, effective Aug. 1, sets rates similar to those under the State code. Also the warehousing industry in Wisconsin is too small to support a code of its own and is not expected to apply for one under the new Act.

### **Word Portrait of C. A. Ullman as Etched in Family Album**

(Concluded from page 25)

He is a member of the National Furniture Warehousemen's Association, the Allied Van Lines, the American Chain of Warehouses Distribution Service, Inc., the Illinois Association of Merchandise Warehousemen, the Illinois Furniture Warehousemen's Warehousemen, and the Central Illinois Warehousemen's Association. Mrs. Ullman says, indeed, he belongs to everything but the "pantatorium."

Aside from all this he is interested in philanthropy, being president of the Jewish Charities, a director of the Methodist Hospital, a director of the Salvation Army, and a member of the executive board of the Red Cross. All he needs, he says, is a membership in the Knights of Columbus to be completely all-sectarian. His activities leave him little time for business but he does manage a bit of golf.

There are two Ullman children—a son, Jerome, who is associated with his father in the Federal Warehouse Company, and a daughter. Both are married.

Association news of  
national interest

# TRADE GROUP ACTIVITIES

## Canadian Group Chooses Pickard as President; to Seek a Receipts Law

THE Canadian Storage and Transfermen's Association held its seventeenth annual meeting at the Royal Alexander in Winnipeg on June 18 and 19 and elected officers and directors as follows:

President, William Pickard, treasurer W. J. Pickard, Ltd., Toronto.

Merchandise Division Vice-president, George S. Peacock, secretary Peacock-Pounder, Ltd., Regina.

Household Goods Division Vice-president, W. G. Kenwood, president Kenwood's, Ltd., Montreal.

Cartage Division Vice-president, E. O. Wallace, manager Pacific Cartage & Storage Company, Ltd., Calgary.

Highway Transport Division Vice-president, George Holmes, Winnipeg.

Cold Storage Division Vice-president, Aubrey S. Duclos, president Edmonton Cold Storage Co., Ltd., Edmonton.

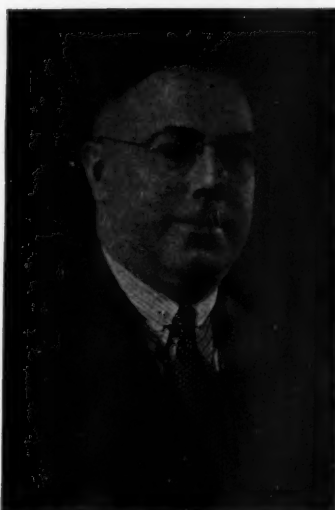
Secretary, Elmer Johnston, president Johnston National Storage, Ltd., Vancouver.

Treasurer, J. O. MacCallum, partner Saskatoon Cartage & Warehouse Company, Saskatoon.

Directors: for Alberta, R. C. MacCosham, president MacCosham Storage & Distributing Co., Ltd., Edmonton; British Columbia, Fred Crone, president Crone Storage Co., Ltd., Vancouver; Manitoba, George H. McKeag, president Security Storage Company, Ltd., Winnipeg; Ontario, C. F. Basil Tippet, president Howell Warehouses, Ltd., Toronto; Quebec, John B. Baillargeon, president J. B. Baillargeon Express, Ltd., Montreal; Saskatchewan, Vice-President Peacock.

Roy Wrigley, publisher of *Canadian Storage and Transfer Magazine*, Vancouver, continues as executive secretary.

A committee was created, comprising Mr. Johnston, Mr. Crone and Mr. Wrigley, to initiate proposed legislation for a Uniform Warehouse Receipts Act and the licensing of warehouses in order to head off subsidiary warehouses.



William Pickard, newly-elected president of Canada's national warehousing association.

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## Code Principles Are Being Maintained in Cleveland

THE Association of Cleveland Warehousemen has a gentlemen's agreement among members to uphold the NRA principles relating to wages, hours and tariffs. The group has been continuing its informal luncheon meetings through the summer and members advise that prices have been generally upheld since the Code was ruled out by the Supreme Court decision. Conditions to date are satisfactory and better business is reported by many.

In the furniture warehousing field, the situation to date is likewise satisfactory. Members of the Cleveland Furniture Warehousemen's Association are making every effort to uphold prices and reports indicate there has been little chiseling.

Construction of new single homes is gradually increasing in Greater Cleveland and other conditions favoring the moving and storage business are improving.

## Kansas City Group Appeals to I.C.C. to Prevent Railroad Unloading Below Cost

THE Kansas City Warehousemen's Association has petitioned the Interstate Commerce Commission to suspend the Western Territory railroad rule whereby the rail carriers would be permitted to load and unload shipments for 2½ cents a hundred-weight. This rate is declared to be below actual cost of performing the service and to constitute unfair competition with warehousing. The plea to the Commission reads:

"The railroads have published, effective August 1, 1935, in item 120-G, Supplement 151, L. E. Kipp ICC A-2202 (as indicated by reduction mark included therein), a provision which will allow freight transported under Item 418, same tariff, to be loaded into or from vehicles at freight house doors of the line haul carrier, at a charge of 2½¢ per 100 pounds.

"Item 418 and its reissues (Item 418-S is in effect at present) provide for hauling freight, all kinds, in straight or mixed carloads, at minimum weights varying from 10,000 pounds to 40,000 pounds, at rates ranging from 72 per cent to 44 per cent of the Class I rates.

"This petitioner asks suspension of Item 120-G for the reason that the charge proposed for this service that is 2½¢ per 100 pounds, is less than actual cost of performing the operation of loading freight into or unloading freight from cars at freight houses, and if allowed to go into effect will burden other traffic and result in unreasonable rates, in violation of Section 1 of the Interstate Commerce Act.

"This petitioner believes it is a sound theory of transportation economics that the charge for every operation performed should include cost of operation plus a reasonable profit.

"The members of this petitioner operate merchandise warehouses at Kansas City, in which they give the public various services in the way of storing merchandise, loading and unloading and distributing carload freight, etc. They have nothing with which to maintain



themselves except the revenue which they obtain from such services, and they cannot treat their various services as an adjunct or accessorial service in order to secure business for their other facilities, but must operate and survive or perish upon the revenue which they obtain for the services they render.

"If Item 120-G of this tariff goes into effect the situation will be that the railroads have set themselves up as competitors to the members of this petitioner in loading and unloading carload freight. While such competition might be proper and within the province of railroad companies, still a different situation is presented when this service is offered by the railroad companies at a charge less than the actual cost of operation.

#### "Less Than Cost"

"This charge of 2½c per 100 pounds, or 50c per ton, proposed by the railroads for this service, actually is less than the cost of operation, as evidenced by the findings of the Merchandise Traffic Report of the Federal Coordinator of Transportation, dated March 22, 1934, wherein are briefly summarized the various expenses incurred by the railroads at principal points in the western district for handling less-than-carload freight across their platforms. Loading and unloading carload freight at stations is very similar to the handling of less-carload freight. The platform expense, that is to say the labor cost, of handling less carload freight at the various points shown in the western district is, on the average, 71c per ton. This does not include the average miscellaneous expense of 7c per ton, nor the station expense of \$1.55 per ton. The cost for handling at Kansas City is shown in that report as follows: platform expense, 85c per ton, which does not include miscellaneous expense of 11c per ton, nor station expense of \$2.02 per ton.

"In other words, loading and unloading merchandise cars at the Kansas City freight houses, for actual labor alone, costs 85c, including no overhead. 85c per ton is 4.25c per 100 pounds, as compared with the proposed charge of 50c per ton, or 2½c per 100 pounds.

"There was before this Commission, in Ex Parte 104, Part VI, an investigation of the railroads in the New York metropolitan area relative to their operations in the storage and warehouse business; in that case it was shown that the railroads operated warehouses and gave storage at charges which caused them considerable loss, on

the theory that giving such service would attract line haul traffic. In its decision in that case, 198 ICC 134, the Commission condemned such practices. The practices which the carriers propose to inaugurate at Kansas City, under the tariff hereinbefore mentioned, we believe are akin to the practices of the carriers in New York City in connection with warehousing. In New York the carriers furnished warehousing at charges less than reasonable, while under the proposed tariff the carriers will load and unload carload freight at freight stations at charges less than the actual cost of operation, resulting in rates unreasonably low, which will burden other traffic, which other traffic will be obliged to make up these deficits, if such deficits are to be made up at all.

"The tariff would amount to unfair competition with the members of this petitioner, that is, the warehouse industry at Kansas City, in that the railroads will perform service at less than cost and at charges less than similar services can be performed by members of this petitioner, who must receive therefore the cost of operation and some profit, or fail to survive.

"Because the charges proposed are unreasonably low and will prove a burden on other traffic, and for the other reasons set forth herein, this petitioner prays that the Commission issue an order suspending Item 120-G, Supplement 151, L. E. Kipp Tariff ICC A-2202, effective Aug. 1, 1935, and set the matter for investigation calling upon the railroads to prove by proper and sufficient evidence what a reasonable charge covering full cost plus some profit should be for the service of loading and unloading carload freight at freight stations in Kansas City, handled under Item 418-S of L. E. Kipp's Tariff ICC No. A-2202."

The petition is signed by the Kansas City W. A.'s president and secretary, Frank M. Cole and A. E. Brooks.

#### Connor Heads Reorganized Van Group in Detroit

UNDER a reorganization effected by the Detroit Van Owners' Association, which now has a membership of more than a hundred companies, H. A. Connor, president Wayne Storage Co., has been elected president. William Ivory, of the John F. Ivory Storage Company, Inc., is vice-president, and William Wilson, of Wilson Brothers, is secretary.

H. B. Woodhull, formerly owner of the Grand River Express, has been named the group's field secretary with offices at 3328 Joy Road, the address of the Wayne firm.

#### A. W. Meyer Heads Illinois F. W. A.

THE Illinois Furniture Warehousemen's Association held its annual meeting at the Traffic Club in Chicago on June 17 and elected the following officers:

President, A. W. Meyer, treasurer Federal Fireproof Storage Co., Chicago.

Vice-President, J. J. Barrett, secretary Empire Warehouses, Inc., Chicago.

Secretary, M. D. Snedcor, proprietor Midway Fireproof Storage, Chicago.

Treasurer, George A. Julin, Werner Bros.-Kennelly Co., Chicago.

Directors, W. S. Conklin, operating executive Jackson Storage & Van Co., Chicago; James L. McAuliff, secretary David Fireproof Storage Warehouses, Chicago; Joseph L. Corcoran, president Evanston Fireproof Warehouse, Evanston; John J. Joyce, president Joyce Brothers Company, Chicago.

#### Trask Again Heads the Missouri Valley Group

THE Missouri Valley Chapter of the Association of Refrigerated Warehouses, a division of the American Warehousemen's Association, held its third annual meeting at St. Joseph on June 20 with cold storage executives attending from St. Joseph, St. Louis, Kansas City, Omaha, Parsons, Emporia and Chicago.

H. L. Trask, operating executive United States Cold Storage Co., Kansas City, was reelected president, and Julius L. Gagini, Omaha Cold Storage Co., Omaha, was reelected secretary. It was voted to hold the next quarterly meeting at Kansas City in September.

Harry C. Herschman, St. Joseph, who was chairman of the industry's national Code Authority under NRA, reviewed developments under Code operation and said they undoubtedly would be taken into consideration by the executive committee of the Association of Refrigerated Warehousing. He predicted a probable reduction in cold storage holdings in the next year or two and mentioned other business trends which, he said, made it essential for warehousemen to study their costs carefully, exert every effort to maintain rates at reasonable levels, and co-operate closely. Also he advocated continued filing of tariffs and supplements at Chicago, and urged members to furnish space occu-

pany reports and other data when requested.

The group adopted a resolution favoring this procedure and went on record opposing application of "season" rates to any commodity.

W. M. O'Keefe, Chicago, executive secretary of the parent organization, explained the latter's plans with regard to cold storage costs and rates.

### Hall Outlines Program for Refrigerated Warehousing

**F**OLLOWING a special meeting of the executive committee of the Association of Refrigerated Warehouses, the cold storage division of the American Warehousemen's Association, Harry S. Hall, Detroit, the division's president, announced on July 19 a program which embraces the following:

1. Regional chapters, probably six in number, will be organized in as many parts of the country. These will cooperate with the parent group but without adversely affecting the activities of State and local associations.

2. Rules of Fair Competition, drafted and adopted by the executive committee, will be supplied to the association's members. These rules "establish standards of sound business procedure and condemn practices which have had a damaging effect on our business," according to Mr. Hall, and provide for publication and filing of rates. They deal also with issuing of warehouse receipts and delivery of goods thereunder; and with misrepresentation, commercial bribery, price discrimination, sale of facilities and service below cost, rebates, interference with contracts, defamation of competitors and kindred evils. The rules are designed to build self-regulation wholly independent of Government control, NRA extension and State statutes.

3. A "Simple System of Cost Accounting," with complete instructions, explanations and forms for installing, will be provided to the members.

4. A "contact executive" will be retained "whose duty it shall be to instill confidence in the business, reconcile differences between members and sections, follow up on the cost work, encourage new memberships and assist in the work of discouraging further cold storage facilities and space in localities where adequate facilities now exist."

5. The group will continue its efforts to defeat adverse legislative proposals, combat harmful publicity of cold storage, encourage helpful research, and release statistical data of value to the industry.

### Hearing on Connecticut Moving Tariff Schedule; No Opposition Develops

**N**O opposition to the schedule of rates for inter-city, intra-state furniture moving presented by the Connecticut Warehousemen's Association developed at a hearing on July 16 before the Connecticut Public Utilities Commission at Hartford. If approved by the commission, the schedule will be set up as a minimum tariff and be given the force of State law.

The proposed rates were approved at a State-wide meeting of movers called by "ConnWA" in June, as reported last month. Edgar C. Palmer, New Haven, president of the association, presented the schedule at the Commission hearing acting as spokesman for a committee of movers drawn from "ConnWA" membership and unaffiliated operators.

The Commission was expected to withhold its decision for several weeks. Meanwhile all Connecticut for-hire truck owners who operate beyond the limits of their own metropolitan areas are required to make application for common or contract carrier permits and obtain special P. U. C. markers. Furniture movers will be classified as contract carriers and must obtain permits in that class. All truck owners who were in business prior to Dec. 31, 1935, are automatically eligible for permits provided they can show financial responsibility. Purely local moving and trucking operations are exempted.

### Calendar

Southwest Warehouse and Transfermen's Association. Aug. 8-9-10 at Buccaneer Hotel, Galveston.

Midwest Warehouse and Transfermen's Association. Oct. 18-19 at Excelsior Springs, Mo.

### Membership Affiliations as Announced by Associations

American Warehousemen's Association, merchandise division:

Otis Terminal Warehouse Co., Cleveland.

Terminal Warehouse Company, New York City.

Texas and Pacific Terminal Warehouse Company, Fort Worth.

American Warehousemen's Association, cold storage division:

Carthage Ice & Cold Storage Company, Carthage, Mo.

Lawrence County Water, Light & Cold Storage Company, Aurora, Mo.

Olympic Warehouse & Cold Storage Company, Seattle.

People's Ice & Cold Storage, Inc., Morgan City, La.

Mayflower Warehousemen's Association:

Fetter Fireproof Storage Warehouse, Inc., Chicago.

Goodwin Transfer & Storage, Spokane.

Ben A. Langan Storage & Van Co., St. Louis.

Mayflower Warehouse Company, Gary, Ind.

Vicksburg Transfer & Storage Co., Vicksburg, Miss.

J. R. Zimmerman Transfer & Storage, Long Beach, Cal.

### Love Represents Trade on Advisory Council

H. L. Love, manager of the Security Storage & Commission Company, Salt Lake City, has been chosen as merchandise warehousing's representative of the advisory council of the Utah Associated Industries, which is considering numerous problems arising out of the collapse of NRA. Mr. Love is secretary of the Utah Warehousemen's Association.

### Lincoln, Milwaukee, Seeks to Protect Its Warehouse

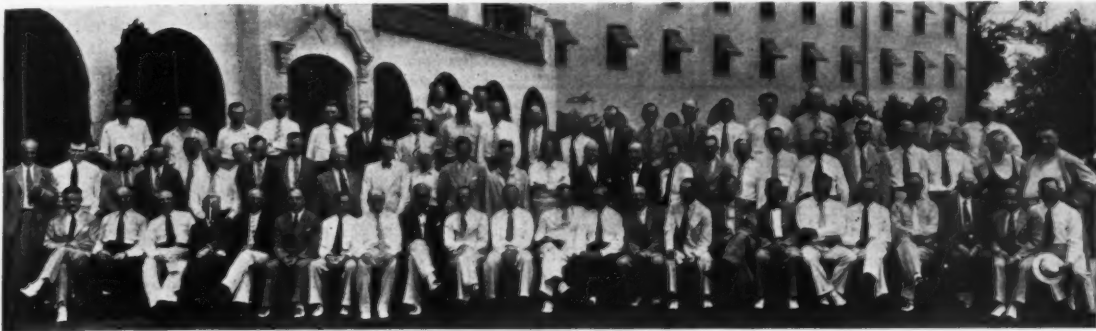
**C**LAIMS that the city of Milwaukee and the Chicago, Milwaukee, St. Paul & Pacific Railroad are seeking title to the Lincoln Fireproof Warehouse Co. building to clear the way for construction of a proposed new bridge were made July 2 in an answer and counterclaim filed in Circuit Court by the warehouse firm.

A foreclosure suit against the building was started by the city, which holds \$129,000 in delinquent tax certificates against the property. The answer asks the Court to cancel the certificates, on the ground that the warehouse is not subject to local taxation because it is built on a railroad right of way. Railroads pay taxes to the State.

If the tax certificates are not cancelled, the answer asks that the Milwaukee road be compelled to reimburse the warehouse company for the \$200,000 cost of constructing the building. It is claimed that railroad officers told warehouse representatives that the structure would not be subject to local taxes.

City taxes on the warehouse, the city claims, have been unpaid since 1923.

## Great Lakes Regional Groups Hold a Summer Meeting



Ninth and tenth from left, seated, are Governor Paul V. McNutt of Indiana, and Marion W. Niedringhaus, St. Louis, president of the National F. W. A.

**S**TORAGE executives operating in Illinois, Indiana, Michigan, Ohio and Wisconsin assembled at the Spink-Wawasee Hotel in Wawasee, Ind., on July 20-23, for their third annual Great Lakes District summer meetings. Representatives of the National Furniture Warehousemen's Association, Mayflower Warehousemen's Association and American Warehousemen's Association joined in the discussions.

H. H. Hardy, Lansing, secretary of the Michigan F. W. A., opened the first session on Saturday evening, as general chairman, and introduced the presiding officer, Frank X. Zech, Detroit, the Michigan group's president; and greetings were expressed by C. A. Ullman, Peoria, president of the Central Warehousemen's Association of Illinois; A. W. Meyer, president of the Illinois F. W. A.; Irwin Walker, Indianapolis, secretary of the Indiana F. W. A.; John D. Beeler, Evansville, president of the Indiana W. A.; J. K. Gund, president of the Cleveland F. W. A.; E. S. Wheaton, Indianapolis, secretary of the Mayflower W. A.; L. R. Blodgett, Grand Rapids, vice-president of the Michigan F. W. A.; Marion R. Niedringhaus, St. Louis, president of the National F. W. A.; A. D. Bullock, Cincinnati, president of the Ohio F. W. A.; G. R. Hostetler, Canton, vice-president of the Ohio W. A., and E. H. Ottman, Milwaukee, vice-president of the Wisconsin W. A.

L. A. Roller, Cleveland, secretary of the Ohio F. W. A., was initiated into the permanent committee of secretaries, which met while at Wawasee and reelected Mr. Hardy as its chairman; reelected as its secretary and treasurer Russell E. Hillier, Springfield, secretary of the Central Illinois group, and voted to arrange a summer meeting in 1936.

At the Sunday evening session the presiding officer was President Bullock of the Ohio F. W. A. Michigan's new moving rates were explained by Mr. Hardy, who expressed hope that the other States in the region would work for adoption of uniform intrastate moving tariffs. The status of the Eastman truck regulation bill was outlined by President Niedringhaus of the National. What a State association could and should accomplish in the way of legislation, education, uniform practices, advertising, service, etc., was pointed out by Secretary Wheaton of the Mayflower. A. A. Leonard, Detroit, told how the weekly round table meetings of household goods executives in that city were benefiting the operators.

Mr. Ottman presided at the Monday business session and introduced R. G. Culbertson, who had been a member of the defunct national Code Authority for the Merchandise Warehousing Trade under NRA; Mr. Culbertson emphasized how through voluntary cooperation the best features of the Code could be preserved. Wilson V. Little, Chicago, general secretary of the American, reviewed the activities of the American's merchandise division. Grover C. Huff, assistant secretary of the Illinois Commerce Commission, discussed the new Illinois warehousing law and the value of State regulation. Moth proofing was discussed by H. A. McClelland.

At the evening banquet, F. L. Bateman, Chicago, introduced Col. Frank Shellhouse, Indianapolis, who in turn introduced Mrs. S. L.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Shank, who welcomed the guests. Mr. Bateman introduced also the ladies at the speakers' table in honor of the wife of Gov. Paul V. McNutt of Indiana; they included Mrs. Hardy. Gov. McNutt delivered an address, and talks were made by Mr. Niedringhaus, Mr. Hardy, and Martin H. Kennelly, Chicago, a past president of the National.

J. P. Woodworth, South Bend, president of the Indiana F. W. A., presided at the final business session, on Tuesday. The Eastman bill and States' reciprocal relations and uniformity were discussed by C. W. Abraham, Indianapolis; and Frank Finney, Indiana's Commissioner of Bureau of Motor Vehicles, reviewed that State's motor vehicle laws.

### Thomas Observes Moving in Mexico's Capital

O. W. Thomas, secretary of the A-B-C Fireproof Warehouse Co., recently returned from Mexico City, where he attended a convention of the Rotary International. Although unable to carry out his plans to visit warehouses and storage companies in the city, Mr. Thomas noticed several general trends in Mexican warehousing.

Storage, although carried on along a much smaller scale than in the United States, is a steady business. Household goods are frequently stored for loans made on them at a high rate of interest. Storage, however, is largely controlled by brokers and manufacturers who make use of their own facilities.

The moving vans noticed by Mr. Thomas are of uncertain vintage, and most of the transportation of furniture was done by men who carried it along the street!



# WHAT'S NEW

Shop Equipment  
Accessories  
Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to

## DISTRIBUTION & WAREHOUSING

- 1—**Tire Branding.** An electric tire-numbering disc for branding solids or pneumatic tires, enabling fleet operators to keep a record of the history of each so as to indicate performance, mileage, costs, etc. Supplied for 110 or 220 volts. Maker Burning Brand Co.
- 2—**Lifetime Distributor Contact Points.** Made of a new metal called Platung alloy which is composed of a group of metals that have a world-wide reputation for conductivity, durability and corrosion resistance. These points, it is claimed, will last the life of every car on which they are installed. Maker Platung Mfg. Co.
- 3—**Dall Piston Adjuster.** Designed not merely to expand, but to adjust, the new Uni-Flex piston skirt adjuster is said to give the exact adjustment on each piston to

insure a perfect fit, at the same time retaining all the piston's flexibility. Adjustments may be changed at any time without removing pistons. A screwdriver is used. One size fits all pistons. Price 50 cents. Maker Dall Mfg. Co., Inc.

- 4—**Electro-Touch Time Recorder.** Saves time of employees in checking in and out as there are no levers to operate. The employee uses but one hand—does not have to put down whatever he is carrying. The registering plate is at the front of the recorder and when the employee places card in the receiver, he simply touches the registering plate with the same hand holding the card—the electric mechanism responds—and the time record is made neatly and accurately. Maker, Simplex Time Recorder Co.

- 5—**Binks "Touch-Up" Outfit.** Includes the Thor Model 5 spray gun, with its new,

easily adjustable nozzle head. Outfit can be used in paint shops for light spray work, shading and touching-up repaired spots on car or truck bodies. Extra cups of aluminum or glass are furnished as desired and are provided with seal-tight covers. This enables operator to have a wide range of colors ready for use at all times. Outfit is furnished with 15 ft. of light-weight air hose with connections, six extra containers, and a light but durable tray for holding entire outfit. Known as Binks Touch-up Outfit No. 5. Maker, Binks Manufacturing Co.

- 6—**Extra Plate Gould Batteries.** Extra power for lighting, quick starts and smooth operation are claimed for the new line of batteries which have been designed to hold six to eighteen more plates each, up to 1,000 sq. in. of extra plate surface. Pricing is on the basis of plate power. Gould Storage Battery Corp.

## KEEP POSTED ON TRADE LITERATURE

- 7—"You Won't Believe It." Title of a descriptive folder in which is discussed the problems of efficient engine lubrication and the possibility of keeping oil clean at all times, thereby eliminating the need of changing oil. This folder records experiences of large users, testifying to mileages of 27,000 to 41,000 without draining, during which time the oil retained its natural color and efficiency. The DeLuxe method not only strains but filters the oil to remove all impurities by controlling volume and pressure. Maker, DeLuxe Products Corp.

- 8—"What is a Diesel." In 24 pages, the maker of the Waukesha Diesel engine for motor trucks answers practically every question concerning this type of power-plant to give a clear and concise explanation of just how it operates, what it accomplishes in the way of reducing operating costs and improved performance, etc. This catechism of the Diesel engine is well illustrated so as to explain in ABC form the constructional features, etc.

- 9—**Converting Fords to 10-Tonners.** War-ford has compiled a very well illustrated book showing what various Ford and other small truck owners have done to increase their tonnage capacities to 7½

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- 10—**Six-Wheel Truck vs. Tractor-Trailer Units.** An interesting treatise on a perplexing problem, all based on firsthand information secured from operators who have used both types of equipment. Also covers 6-wheel attachments from the standpoint of economy. All reports from the operators on the subject are reproduced in this booklet. Published by the Fruehauf Trailer Co.

- 11—**Truck Tire Calculator.** Helps truck owners to choose the correct type of tires for 1½-ton trucks on different wheel-bases. Simple to operate and will help reduce operating costs by noting the correct size of tires to use for given loads. Given free by the B. F. Goodrich Co.

- 12—**Tire Maintenance Manual.** Tells how to secure the most mileage from your truck tires. Given free by the General Tire & Rubber Co.

- 13—**Manual of Painting Systems.** A complete detailed discussion with illustration showing all of the painting application methods for trucks and cars. Given by Rinsbed-Mason Co.

- 14—**Truck Calculator.** A truck performance estimator that helps the fleet operator in his selection of equipment, so that it will be correct from all angles for the work for which it is to be used. Devised by the Autocar Co.

- 15—**Engine Tune-Up Manual.** Shows owners of trucks with Carter equipped carburetors how to make tune-ups fast, easy and accurate. A series of complete charts for all models of every Carter-equipped car and truck is supplied. Given by Carter Carburetor Corp.

- 16—**Demountable Bodies.** A detailed presentation in 24 pages on all questions concerning the economics of demountable body equipment, by Roloff, Inc.

- 17—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

- 18—**Trailer Operation.** A 35-page book illustrating how trailers are made and used in all industries, also body construction. A handy book to have around. Published by Highway Trailer Co.

- 19—**Radiator Replacement Guide.** A very handy book to have around as it is packed with information that every truck owner should know. Complete specifications, prices, etc., are given for practically every car, truck and tractor. Regardless of what age the vehicle is, this guide can tell you what to and where to order radiator core replacements. You may not know it, but you can save about 50 per cent on factory prices by buying from the McCord jobbers. The guide lists these jobbers. Anyone can install cores on trucks of 2 tons and over capacity. Smaller cores require the services of an experienced radiator man. This guide is free and is published by the McCord Radiator & Mfg. Co.

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## Warehousing Companies Share Work of Moving Contents of Post Office in Philadelphia

A SIX-DAY removals job was successfully accomplished by the Columbia Storage Co., Inc., Philadelphia, after the firm's owner, Leon J. Wilcocks, was found to be the lowest bidder for the work of transferring equipment, furniture and supplies from the old outmoded Philadelphia Post Office to the new \$4,950,000 building on the west bank of the Schuylkill river.

It was originally intended to engineer the entire removals in one continuous job but the Post Office authorities found this would interfere with the mails. Accordingly the "intermittent" working schedule was adopted, the first moving period, starting June 3 to run to June 8, for the early major operations; and the second, of major operations, June 22 and 23.

Finding the work had to be split, Columbia employed, as sub-contractors, the Advance Storage Co., Fenton Storage Co., Fidelity 20th Century Storage Warehouse Co., and J. H. Walker Storage & Warehousing Co., Inc., apportioning to them certain phases of the work.

The job as a whole required 325 van loads and the work of 150 men, many of them skilled. Equipment used by the contractor included twenty vehicles, chiefly large vans, but a few open-body trucks to accommodate oddly-shaped pieces with large extensions; four tractor-drawn trailers with van bodies ranging in capacity from 1,200 to 1,500 cubic feet; a "Revolver" portable elevator; 150 dolly trucks; and a large number of box-like wooden push trucks on casters. The Post Office contributed several hundred canvas basket trucks.

This was the first Post Office job ever undertaken by the contractor and his men; hence there was no parallel experience on which to rely. Moreover, there were a number of unusual and difficult features presenting special problems. There were many special postal service machines, some of them tremendously heavy and unwieldy, and there were devices with extremely delicate mechanisms the balance of which it was necessary to maintain during the moving operations. In ordinary factory buildings, where contrivances of this general character might be handled, the rigging of a block-and-fall would facilitate the work; but in both the old and the new buildings were finished ceilings.

Some of the machines moved required steadying in the vans with large supporting blocks of wood. There was considerable unbolting as between large steel units and between floor and bases; there were difficult removals of metal

brackets; dismantling of extended parts of machines and of cases from tables, as well as of undergear of heavy pipe constructions.

The dismantling and removal of a group of large steel storage cabinets which had been stacked in the inspectors' department in the old building to a height of 12 feet was a burdensome operation. These cupboards had been placed five sections high and four wide. There were two doors to each section and the weight of each cupboard was 500 or more pounds. This work, partly accomplished with the "Revolver" and requiring eight men working four days, with five van loads, was only one of the jobs.

Many of the tasks were not so difficult but required more particular handling, as, for instance, the removal of the steel and wood letter files, which, according to the specifications, must be strapped. The contractor had canvas straps, three inches wide, which were passed vertically around all files of three or more drawers, thus securing both drawers and contents. As an extra precaution, and on its own initiative, Columbia instructed its men to carry the strapped files vertically, instead of the movers' usual method, horizontally.

Contrasted with these difficulties were simplifications of the contractor's work. There was no crating of articles and no wrapping worth mention. A month in advance, members of the Post Office staff had tagged, under a special three-color tagging system, every article to be moved, from such small objects as typewriters to the largest piece of furniture. This work was carefully checked by Post Office inspectors. Thus a manila tag fastened to an article signified that it was to be moved to the new building; a green tag, that it was to remain in the old building, henceforth to be used as the "9th Street Annex"; and a red tag, that the article bearing it was to be destroyed.

No damage or loss was reported in this big removals job to the building which Postmaster General James A. Farley said was "the last word in postal service structure and equipment." Both Post Office Department authorities and the contractor asserted that the synchronized system of identification tagging, "spotting," listing and checking "worked out perfectly."



Philadelphia's new post office.

## Illinois Enacts Statute Based on Best Features of Other Warehouse Laws

(Concluded from page 12)

conjunction with the business, in contrasting colors, substantially as follows: "Bonded Warehouse, Licensed by Illinois Commerce Commission."

Inspectors are given full police power and authority in the performance of their official duties to enter any warehouse during business hours for the purpose of making inspections of stored goods.

Violation of any provision of the Act is deemed to be a misdemeanor, and, upon conviction, subject to a fine not exceeding \$1,000 or by imprisonment not exceeding six months, or both fine and imprisonment. In case of continuing violation, each day's continuance shall be regarded as a separate and distinct offense.

All branches of the warehousing industry are affected with the exception of warehouses licensed under "An Act to regulate cold storage of certain articles of food," in force since July 1, 1917; public warehouses storing grains; garages where automobiles are customarily and generally taken for in-and-out storage; safety deposit boxes or vaults; check rooms, etc.; and with the exception of storage of personal property being held for scientific care or for repairs or alterations, or which is incidental to the business of manufacturing, selling, repairing, altering, cleaning, or glazing of furs or of any other garment or article of which fur forms any part thereof.

The term "personal property" as defined by the Act is designated as all goods, wares, household goods, furniture, merchandise, or any other tangible personal property of whatever kind.

An operator or warehouseman is defined as any person, firm, partnership, association or corporation owning, controlling, operating, managing, or leasing any room, house, structure, building, place, yard or protected enclosure in or on which personal property is stored for a compensation within the State.

The Act provides that storage charges and transfer and other charges shall be listed separately, and billed on a month-to-month basis, unless otherwise stated in the receipt issued by the warehouse.

The license number must appear on every piece of literature issued and used by the warehouse, and in every advertisement of whatever kind.

No distinction is made in the Act defining the various branches of the warehousing industry.

**Merchants Company Wins  
Appeal in "Allowances"  
Case; Award Set Aside**

(Concluded from page 19)

relied to prove damages in the District Court was substantially identical with that upon which it relied to prove damages before the [Interstate Commerce] Commission.

"If the Commission had jurisdiction to award damages and if the claim before the Commission amounted to an election of remedies, the questions of law raised in the affidavit of defense should have been resolved in favor of the Pennsylvania Railroad and the Merchants company.

"The Interstate Commerce Commission had jurisdiction to award damages as reparation for actual loss sustained by reason of an unlawful preference. On this point we need but quote from the opinion in *Interstate Commerce Commission vs. United States* 289, U. S. 385, 388, where the Supreme Court said: 'The Interstate Commerce Act makes it unlawful for a carrier to give any undue or unreasonable preference to a person or a locality to an undue disadvantage (24 Stat. 380, Sec. 3; 41 Stat. 479, Sec. 405; 49 U. S. C., Sec. 3), and charges the offender with liability for the full amount of damages resulting from the unlawful act. Sec. 8. Upon the hearing of a complaint, the Commission is empowered to ascertain the damages and award them. Sec. 16 (1).'

"The phrase, 'full amount of damages,' referred to in the above opinion, is sufficiently broad in scope to include damages for injury to one's business, including shrinkage of normal business profits. (*Interstate Commerce Commission vs. United States*, *supra*; *Keogh vs. Chicago & Northwestern Railway Co.*, 260 U. S., 156; *Pennsylvania Railroad Co. vs. Weber*, 257, U. S., 85; *Pennsylvania Railroad Co. vs. Minds*, 250 U. S., 368; *Louisville & Nashville Railroad Co. vs. Ohio Valley Tie Co.*, 242 U. S., 288; *Pennsylvania Railroad Co. vs. Jacoby & Co.*, 242 U. S. 89; *Pennsylvania Railroad Co. vs. International Coal Co.*, 230 U. S., 184.)

"Several statutory remedies were available to the Terminal company. It could have petitioned the Interstate Commerce Commission for an order directing the offending common carrier to cease and desist from the unlawful practices and for an award of damages; or it could have sued in the appropriate District Court for an award of damages, or treble damages. It did not have the right, however, to pursue each of the

above remedies successively until such time as it found a tribunal which would award the damages sought.

"As we have already stated, the Terminal company did, in fact, petition the Interstate Commerce Commission for a cease and desist order, which was granted; and for an award of damages, which was denied. *The Terminal company thereby elected its remedy and is barred from subsequent action for the same damages.*

"We deem the following language of the Supreme Court in *Interstate Commerce Commission vs. United States*, 289 U. S., 385, 388, to be pertinent to the facts in the instant case and determinative of the issue of election of remedies:

"The respondent by its complaint to the Commission invoked this dual jurisdiction, the administrative jurisdiction to prescribe a

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As an estimator, or as assistant to manager. Proven business-getter. Thoroughly capable. Familiar with all details inside and outside all departments.

Past four years with large New York City house. Available Sept 1. Locate anywhere.

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rule for the future (*Great Northern Railway Co. vs. Merchants Elevator Co.*, 259 United States, 285, 291; *Baltimore & Ohio Railroad Co. vs. Brady*, 288 U. S., 448), and the judgment of a quasi-judicial jurisdiction to give reparation for the past (*Baltimore & Ohio Railroad Co. vs. Brady*, *supra*). In dismissing such a complaint the Commission speaks with finality. Its orders, purely negative—negative in form and substance—are not subject to review by this Court, or any other. (*Standard Oil Co. vs. United States*, 283, U. S. 235; *Alton Railroad Co. vs. United States*, 287, U. S., 229; *Procter & Gamble Co. vs. United States*, 225, U. S. 282; *Baltimore & Ohio Railroad Co. vs. Brady*, *supra*.) Damages for discrimination denied by the Commission are not recoverable somewhere else.

"Upon the same point see *Baltimore & Ohio Railroad Co. vs. Brady*, 288 U. S., 448; *Standard Oil Co. vs. United States*, 283 U.

S., 235; *Pennsylvania Railroad Co. vs. Clark Coal Co.*, 238 U. S., 456; *Hillsdale Coal & Coke Co. vs. Pennsylvania Railroad Co.*, 237, Fed. 272.

"We conclude that the present action is barred by the prior proceedings before the Interstate Commerce Commission. Judgment reversed."

The Terminal Warehouse Company had brought action in the United States District Court under provisions of the Sherman Anti-Trust Act and the Clayton Act. Thomas Raeburn White, of White, Schnader, Maris & Clapp, Philadelphia, with John J. Hickey, Washington, D. C., was counsel for Terminal; and Robert T. McCracken, Philadelphia, appeared as counsel for the Merchants Warehouse Co.; while John Hampton Barnes, also of Philadelphia, represented the Pennsylvania Railroad Co.

Leading up to the conclusion of the opinion reversing the judgment of the United States District Court, Judge Thompson summarized the history of the case, in part as follows:

"This is an appeal from a judgment of the District Court for the Eastern District of Pennsylvania. The Plaintiff is the Terminal Warehouse Co., hereinafter referred to as Terminal, and the Defendants are the Pennsylvania Railroad Co., as a common carrier, and the Merchants Warehouse Co., hereinafter referred to as Pennsylvania Railroad Co., and Merchants, respectively. Terminal alleged that it had been damaged by reason of an unlawful combination and conspiracy between Pennsylvania Railroad and Merchants, whereby Terminal was prevented from obtaining its fair, just and normal share of the warehousing business in Philadelphia and whereby its profits from the business which it did obtain were diminished. It claimed treble damages and costs, including a reasonable attorney's fee.

"The questions of law raised in the affidavit of defense were resolved against the Defendants and the case was thereupon tried upon the merits, to a judge and jury. The jury returned a verdict in favor of Terminal, of \$136,125. On motion, the District Court trebled the amount, directing the entry of \$410,338.81, and allowed a counsel fee of \$27,000, to be taxed as part of the costs. The statement of claim contained allegations that Terminal and Merchants were each engaged in the general warehousing business; that they received, handled, stored and forwarded goods in interstate commerce; that they were competitors



for the Philadelphia warehousing business; that they solicited business outside of Pennsylvania; that the Pennsylvania Railroad owned a considerable block of stock of Merchants, from which it received substantial dividends; that Pennsylvania Railroad and Merchants combined and conspired to destroy Terminal's business so as to acquire a monopoly of Philadelphia's warehousing business for Merchants, and the complementary transportation business for Pennsylvania Railroad; that in accordance with a series of written contracts extending over thirty years, Pennsylvania Railroad made payments to Merchants and Merchants gave preference to Pennsylvania Railroad until the payments were declared unlawful.

"Terminal's original claim for damages was based on loss of anticipated profits on the business of which it alleged it was unlawfully deprived; and loss because of diminished profits on business actually transacted by it. Its final claim, however, was restricted to loss because of diminished profits.

"The Defendants maintain that this action is barred by a prior proceeding, involving the same parties, before the Interstate Commerce Commission. In 1928, Terminal and two others, engaged in the warehousing business in Philadelphia, filed a complaint with the Interstate Commerce Commission, in which it was alleged that Pennsylvania Railroad was violating the Interstate Commerce Act by paying Merchants rebates on freight charges. Merchants voluntarily became a party to that proceeding, thus enabling the complainants, including Terminal, to press their claim against the favored shipper, as well as against the carrier. The complainants prayed for a cease and desist order, which the Commission allowed. This order was sustained by a statutory three-judge Court in *Merchants Warehouse Co. vs. United States*, 44 F. (2d) 379; and affirmed by the Supreme Court in 283 United States, 501. The complaint also contained a prayer that Pennsylvania Railroad be required to pay an award of damages to each of the complainants by way of reparation. The Commission denied reparation.

"Terminal took no appeal from the order denying reparation. In the action before the Commission, the complainants produced documents indicating that the subsidized warehouse companies cut or shrunk normal warehouse charges by affording free distribution of warehouse freight. They also produced testimony that the rebates, which took the form of allowances, enabled the subsidized warehouse companies to give free

service; that the rebates were used to the detriment of the complainant and that the combination fixed the market value of the warehouse service in Philadelphia.

"In the action before the District Court, Terminal produced testimony that Merchants made no charge for goods handled during the 48-hour free period and collected no demurrage for car detention, as well as for construction and maintenance of side tracks to its warehouses; that Terminal had to charge its costs for handling in-bound and out-bound freight, and could not compete with Merchants' offer of free service, because it received no railroad allowance; that, as a result, Terminal could not handle heavy density products, and had to reduce its rates on light density products, and that reduced charges, made necessary by the alleged unfair competition, were less by \$536,278.35 than the normal rate would have netted Terminal."

#### Furniture Mart in O. K. Plant

The O. K. Furniture Mart, said to be the first wholesale furniture mart in the mid-South, opens in Memphis on Aug. 1, with displays by 50 leading furniture manufacturing organizations, in the warehouse of the O. K. Storage & Transfer Co.

James M. Walker, president of the warehouse firm, is president of the mart group, which has leased 30,000 square feet in the O. K. building at 161 Jefferson Avenue.

#### Leicht Firm Expands

The Leicht Transfer & Storage Co., Green Bay, Wis., has expanded its facilities by leasing the dock properties of the Green Bay & Western Railroad, with 15,000 square feet of storage space. Announcement of the lease was made jointly by L. C. Jorgenson, traffic manager of the Green Bay & Western, and R. M. Leicht, secretary of the storage company.

All types of freight and merchandise coming or leaving Green Bay by water will be accepted.

#### Struck Opens a Warehouse

E. J. Struck, formerly vice-president of the Hardware City Storage Co., New Britain, Conn., has established his own business, Struck's Warehouse, in Kensington, a suburb.

The new firm stores both household goods and merchandise, cleans rugs and sells new and used furniture. The building is a former factory on New Britain Road.

## AUCTION SALE of SANDERS TRANSFER & STORAGE COMPANY

NASHVILLE, TENN.

The Owner of above business having died, the Court has ordered it sold to distribute shares to beneficiaries of the will.

The Sanders Transfer & Storage Company was organized in 1895; it is licensed to do business in ten States, specializing in long-distance hauling, moving, and warehouse business.

Operates a fleet of eight modern vans. Occupies a modern, fireproof warehouse in Nashville, with 30,000 square feet of warehouse space.

Sale to be as a whole first, then bids received for separate properties.

Sale to be: September 20th, 1935, 10:00 A.M. at warehouse, 129 8th Avenue N., Nashville, Tenn.

Harry G. Nichol, Admnr.  
216 Union Street, Nashville, Tenn.

### **Terminals Corporation, Buffalo, Reorganizes**

**F**OLLOWING a series of hearings in the United States District Court in Buffalo, plans have been consummated for a reorganization of the Terminals & Transportation Corp. of America, operating merchandise and cold storage warehousing in that city.

The corporation, under Michigan laws, has surrendered its corporate authority and a new organization has been formed under Delaware laws. This will be known as the Terminals & Transportation Corporation, with capital of \$80,000 and 35,000 shares of no par value stock.

H. Townsend Hoopes is president of the new company, which will have its corporate offices at 275 Fuhrman Boulevard, Buffalo.

The firm will continue in the same lines of business, and plans to expand its activities.

The new corporation has acquired all the property and assets of the former one, according to an announcement on behalf of the reorganized interests, and, "commenced operation on its own account" on July 1. The announcement said that this "has been accomplished without the introduction of new capital due to the success of our operations during the receivership." The business is being conducted with the same management and staff under the direction of George D. Liles, who, manager of the former company, is vice-president and treasurer of the new organization. The other officers are:

President, H. Townsend Hoopes, Detroit. Secretary, Ansley W. Sawyer, of Dudley, Stowe & Sawyer, Buffalo attorneys for the new corporation. Assistant secretary, W. A. Young, Detroit. The directors are Mr. Hoopes, Mr. Sawyer, and Arthur H. Gilbert, partner in Spencer, Trask & Co., New York City; Lewis G. Harriman, president of the Manufacturers & Traders Trust Co., Buffalo; Burton A. Howe, vice-president of E. H. Rollins & Sons, Inc., New York City; and Frank C. Trubee, Jr., partner in Birge, Wood & Trubee, Buffalo investment bankers.

### **Personnel Change in Grinnell Firm**

Herbert Hutchinson has withdrawn as manager of the Blue Line Transfer Co., Grinnell, Iowa, in order to devote his attention to the Grinnell Furniture Exchange, which in the past has been operated jointly with Blue Line.

Lottie J. Hutchinson, Blue Line's secretary and treasurer, is now operating the warehouse business,

with Frank Stewart as manager in place of Herbert Hutchinson.

### **Position Wanted**

As warehouse office manager, by young woman aged 35, in New York or nearby city. Six years' experience with a Brooklyn warehouse.

Reason for wanting new connection: old company out of business.

Capable; experienced in all lines of office work.

Address Box A-293, care of **Distribution and Warehousing**, 249 West 39th Street, New York City.

### **Detroit Terminal's 1935 Volume Equaling 1929's**

**M**ARINE operations at Detroit Harbor Terminals, Inc., Detroit, are the best since 1929, about equalling that year's record, according to Harry L. Hulburt, operating manager. To July 1, 288 boats had docked at the warehouse, for inbound and outbound cargoes, compared with only 137 to the same date in 1934.

Automobile shipments have noticeably led in outbound shipments; 22,000 autos were shipped to this period, as compared with 8,000 for last season.

Warehouse tonnage is now 300 freight car loads a month in and out. Trucking service accounts for about an equal volume of business.

In order to handle this increased business, additions have been constructed to the warehouse. A new marine warehouse has been built on the end of the dock; the plant is 52 by 200 feet, of reinforced steel and concrete construction, one story, with a 17-foot clear ceiling.

The entire dock has been rebuilt, and resurfaced with concrete. New slips have been constructed the entire length, allowing use of adjustable gang planks which can be handled by means of chainfalls instead of the hand labor formerly required, and thus expediting loading operations.

Extensive rearrangements have been made in the old marine warehouse just east of the new structure, which is for handling package freight shipments only. A large number of new conveyors, both power and gravity types, have been installed for handling this package freight. With the present arrangement, the warehouse can handle four Great Lakes ships at a time without docking one outside the other, in the company's 1,400 feet of river frontage.

### **Simmons Terminal, Inc., Is Organized by E. P. Simmons**

**E**MMET P. SIMMONS, who is president of the Warehousemen's Association of the Port of New York, has resigned as vice-president and operating executive of the Brooklyn Waterfront Terminal Corp., Brooklyn, and has organized Simmons Terminal, Inc., of which he is vice-president and manager.

Max Chutick and David Minkin, who were president, and secretary and treasurer, respectively, of the Waterfront organization, also have resigned from the latter and have joined Simmons Terminal, Inc., in the same capacities.

Simmons Terminal, Inc., which will do a general merchandise warehousing business, has leased from the New York Dock Company two sprinklered four-story buildings, containing 85,000 square feet of floor space, at East River Pier 39 at the foot of Van Dyke Street on the Brooklyn waterfront.

The new company is joining the Warehousemen's Association of the Port of New York and plans to apply for membership in the merchandise division of the American Warehousemen's Association.

Subsequently it was announced that Louis Farrell, president of the Seaboard Storage Corporation, and its affiliated Erie Basin Transfer, Inc., had purchased the property of the Brooklyn Waterfront Terminal Corp., which is at the foot of 20th Street, Brooklyn. The latter company's name will be retained.

This acquisition gives the Farrell interests an additional 165,000 square feet of dock and warehousing facilities. The Seaboard, with general offices at 99 Wall Street, Manhattan, operates a United States Customs Bonded warehouse in Brooklyn and one in Newark, N. J.

### **Bronx Refrigerating Joins Allied Distribution, Inc.**

Allied Distribution, Inc., believes in the not-all-your-eggs-in-one-basket theory and accordingly has added to its membership the Bronx Refrigerating Co., in the Bronx section of New York City.

W. D. Leet, president of Allied, announces that this service group purposes to have member-houses in four parts of the New York metropolitan district — Manhattan, Brooklyn, the Bronx, and Newark, N. J.

John R. Barmettler has joined the Fidelity Storage and Van Company, Inc., Omaha, in its new business department.

### Better Business Bureau Notes an Improvement in Moth Preventive Claims

THE following, reprinted from the July issue of *Fair Practice*, the organ of the Better Business Bureau of New York City, Inc., will be of interest to household goods warehouse operators:

"The advertising of the various types of moth preventives have been of interest to the Bureau for some years, because of the tremendous loss in wearing apparel suffered by those who have placed too much faith in exaggerated claims of safety. As far back as 1928, the Bureau published a bulletin entitled 'Cedar Chests and Mothproof Claims,' which reported the results of experiments by the United States Department of Agriculture in connection with cedar chests, and which gave the minimum specifications for cedar chests which could be expected to furnish real moth protection.

"A more recent development than cedar chests has been the cardboard chest, or closet, produced by various manufacturers. Some of these came with, and some without, devices which the manufacturers claimed would either kill or prevent moths. As a result of the competitive situation, these claims became more and more exaggerated; retail stores repeated the claims of manufacturers. In 1934, the Federal Trade Commission investigated and issued a complaint against one of the more prominent manufacturers in this field, and in November of that year the Commission announced the issuance of a cease and desist order. It set forth certain claims of moth prevention which should not be made for any container other than a genuine cedar chest.

"This work, over a period of some years, has borne fruit. Thus far this season the Bureau has had occasion to question not more than five or six separate advertisements of storage containers. Each of these advertisers has cooperated fully with the Bureau, on notification, as is evidenced by the fact that subsequent advertising omitted all objectionable claims that had originally been made through error or lack of information. In the desire to be conservative in making claims for moth preventives, a number of stores have even communicated with the Bureau in advance of publishing their advertising."

### Wall of Warehouse Collapses

The 100-foot west wall of the seven-story building occupied by the Herrmann Warehouse Com-

pany at Cherry and Bliss Streets, Chicago, collapsed early on the morning of July 23. It is presumed the wall had been weakened from a fire which occurred several months ago.

Large quantities of Government food were stored in the building; and boxes of canned goods, together with sacks and barrels of barley, flour, and other produce, followed the wall as it crashed down over the switch tracks of the Chicago, Milwaukee, St. Paul & Pacific Railroad.

### Situation Wanted

By rug and furniture plant manager. Many of many years' experience. Knows fabrics and the science of their thorough safe cleansing and refinishing. Efficient production manager of proven sales promotion ability.

Desires position anywhere with firm operating such a department, or will organize and develop one.

Highest credentials. Moderate salary to start.

Address Box C-175, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

### Connelly Withdraws from Hartford Co.

Edward G. Mooney, president of the Hartford Despatch & Warehouse Co., Hartford, Conn., has announced the withdrawal from the corporation of John W. Connelly, vice-president, who will devote all his time in the future to the business of Brescome Distributors, Inc., Hartford liquor wholesalers. At the same time Mr. Mooney has retired as an officer of the Brescome company. The two executives have transferred their interests in the respective companies to each other.

The separation was entirely amicable, being dictated by the growth of the two businesses and the necessity of centralizing authority in each. The liquor firm will continue to use the storage facilities of the warehouse, and full cooperation will prevail. "The same genuine friendship exists today as in the past," Mr. Mooney said.

### J. M. Walker Honored

James M. Walker, president of the O. K. Storage & Transfer Co., Memphis, was elected governor of the 18th Rotary district, which includes parts of Tennessee, Arkansas and Mississippi, at the annual meeting in Tupelo, Miss., in May. He assumed office on July 1.

### C. F. Baker Fatally Hurt in a Motor Car Accident

CHARLES FREDERICK BAKER, for the past ten years operator of Baker's Transfer & Storage Co., Bakersfield, Cal., died in a local hospital on June 26 after having been injured in an automobile accident twelve hours earlier.

Mr. Baker was enroute to Los Angeles. Near Lebec, south of Bakersfield, the car got out of control and overturned. A friend was not seriously hurt.

A native of Kansas, Mr. Baker was 48 years old. He took over the management of the warehouse firm after its founder, his father, the late William H. Baker, died about ten years ago.

A member of the National Furniture Warehousemen's Association and of the California Van & Storage Association, and a director of Yellow Vans Associated, Mr. Baker was identified with the Lions Club, the Elks, the Masons and other fraternal organizations and was a member of the American Legion. The funeral services were conducted by the F. & A. M.

Mr. Baker is survived by his widow, Mrs. Bessie I. Baker, who plans to take over active management of the storage business; and three daughters.

### H. G. Hammond

Harry G. Hammond, vice-president of the St. Clair Storage Co., Toledo, died at his summer home in Hammond, Ohio, on June 30. Sixty-seven years old, he had retired several years ago from active business.

### E. R. Ingraham

Elberton R. Ingraham, president of North Truro Cold Storage, Inc., North Truro, Mass., died on July 10 at the age of 64. He was prominent in the Cape Cod fish-freezing industry, and was formerly a resident of West Rockport, Me. He was a 32nd degree Mason.

### Mrs. C. F. Baade

Mrs. Charles F. Baade, wife of the founder of C. F. Baade & Son, a household goods storage firm in Detroit, died on May 21. She was born in Harrison Ontario, 61 years ago. Mrs. Baade is survived by her husband; their son, Charles L. Baade, who is identified with the warehouse business, and a grandson.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.



# WHERE TO BUY



The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help you

save and earn more in the operation of your business. Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.



## DISTRIBUTION AND WAREHOUSING

The Business Paper and Warehouse Industry

249 West 39th Street  
New York

### WHERE TO BUY

#### BODIES (Van)

Burch Body Co.; Rockford, Mich.  
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.  
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.  
Gerstenslager Co.; Wooster, Ohio.  
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.  
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.  
Proctor-Keeffe Body Co.; 7741 Dix Ave., Detroit, Mich.  
Rolo, Inc., Kendall Square, Boston, Mass.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.

**WHAT'S UNDER THE PAINT JOB?**

That's what counts in a body  
Modern design—Finest construction  
COMPLETE RELIABILITY—LONG SERVICE  
**THE GERSTENSLAGER CO.**

**WOOSTER OHIO**  
The Only Exclusive Van Body Builders in the U. S.



### INCREASE SHIPPING FLOOR CAPACITY

**MAKE EXTRA TRIPS WITH  
TRUCKS YOU HAVE NOW**

— BY USING —

### "ROLOFF" DEMOUNTABLE BODIES

ASK US HOW

**ROLOFF, INC.**  
KENDALL SQUARE, BOSTON, MASS.

### NEW PRODUCTS

#### "Pre-Fit" Truck Piston Rings for Heavy Duty Work

A NEW "tough" piston ring particularly suitable for heavy duty work. These rings give efficient, lasting performance under severe heat, load and trip conditions where oil economy and maximum power are of real importance.

Pre-Fit truck rings have many features among which are the following: they are designed and made to give coordinated action, so important in efficient ring performance; they are made of tough nickel alloy cast iron, each individually cast in every size and butt-jointed; the oil seal compression ring is provided with a wide and deep centralized groove that "reservoirs" oil for the maintenance of the oil film.

In the case of the oil seal ring, the filling of the groove with carbon does not impair the function of this ring, because the oil saturated carbon assists in oil lubrication.



The second, or scraper oil compression ring, cooperates with the top ring in assisting it with its compression load. The scraper, on its lower edge, is designed to maintain a razor edge during its entire period of wear. The S-slot is adequate to retain the excess oil scraped from the cylinder wall, thus preventing oil pressure collapsing the ring and to permit a by-pass of oil to the primary ring. This S-reservoir empties at the bottom of the piston stroke and delivers the oil to the Mogulvent ring.

The Mogulvent oil ring is of triple action; that is, rounded over the top for riding over the oil—vented for the return flow of the oil—scraper bottom for more effectively scraping the oil from the wall. This rounded, or chamfered, upper corner of the ring is free to glide up over the heavy film of oil deposited by the scraper oil ring. The ventilating slots

are extremely wide and cut straight through the ring without channel ledges to form a resting place for the collection and adherence of carbon, which, when saturated, quickly closes the slot with rapid progress when the surface becomes carbonized.

The Pre-Fit feature is a time saving advantage. Every ring is made to fit at the factory. This is accomplished by making the ring to exact size for a particular engine by including the proper ring gap when the ring is made. For example: if a fleet shop is working on a 1932 Chevrolet and the mike shows that it requires a ring 3 3/16th inch .010 oversize, it is only necessary to order Pre-fit truck rings for a 1932 Chevrolet .010 oversize and slip them into the engine without the tedious job of figuring how much gap to allow and how much to take off with a file to give the proper gap. It also eliminates the necessity of fitting these rings in to the cylinder many times without filing.

They are quick-seating by virtue of the fact that they are put through a special process that leaves them black in color and removes all of the metal impurities from the surface of the ring, and softens the surface metal. This might be called an etching process that gives the face of the ring an irregular surface that will hold a good oil film and enables it to seat quickly.

These rings to be sold direct from the factory to fleet operators below the price range of the conventional type of rings.

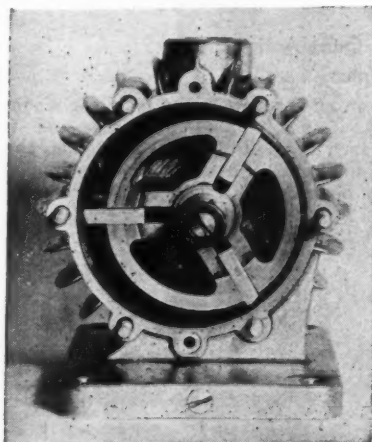
Maker, A. B. Chance Co., Centralia, Mo. Distribution and Warehousing.

### Bendix Power Vacuum Brake Pump Efficient at All Speeds

A VACUUM pump for use in connection with vacuum-operated brakes designed to operate with full efficiency regardless of engine speeds. In other words, it makes braking power independent of engine speed, thus taking care of the objectionable lag that occurs before the engine speed drops to the idling rate when the throttle is suddenly closed.

As a result, the brakes may be applied repeatedly with full force with the throttle wide open.

The pump will fit existing air compressor mountings and may be driven by a V-belt, chain or through a flexible coupling. It weighs 8 pounds and is designed for continuous operation at 3000 r.p.m. At this speed it delivers 7 cubic feet of air per minute. Its normal balancing point is 28.5 inches of vacuum which is considerably higher than the vacuum obtainable from the inlet manifold.



Makeup consists of a rotor with three sliding vanes operating in a housing eccentric with respect to the rotor. As each vane passes the suction port the volume between it and the following vane increases continuously until it reaches the maximum value, at which point the following vane closes the suction port. During the remainder of the revolution the volume between the two vanes decreases and during this period it is in communication with the discharge port through

### BOXES, (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Plane)  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Lewis Co., G. B.; Watertown, Wis.  
Miami Mfg. Co.; Peru, Ind.

### BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
Cary Products Co., Inc.; 128 Nassau St., Brooklyn, N. Y.  
Harvey Spring & Forging Co.; Racine, Wis.  
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.

### BRINE

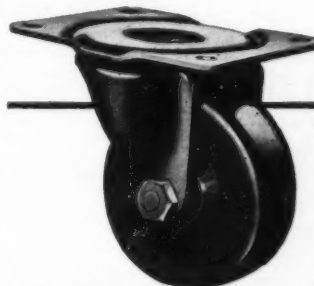
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

### CARPET CLEANING EQUIPMENT

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.  
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Boaters, stationary.)  
Cleveland Rug Cleaning Mch. Co.; East 56th St. & Erie B.R., Cleveland, Ohio.  
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.  
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)  
Superior Rug Mch. Co.; 2354 Ogden Ave., Chicago, Ill.  
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

### CASTERS (Truck)

American Caster Co.; P. O. Box 524, Hamilton, Ohio.  
Bassick Co.; 35 Austin St., Bridgeport, Conn.  
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.  
Clark Co.; George P.; 4 Canal St., Windsor Locks, Conn.  
Colson Co.; Box 550, Elyria, Ohio.  
Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.  
Divine Bros.; 101 Whitesboro St., Utica, N. Y.  
Fairbanks Co.; 893-399 Lafayette St., New York, N. Y.  
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Lansing Co.; 602 Cedar St., Lansing, Mich.  
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.  
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.  
Phoenix Caster Co.; Hamilton, Ohio.  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Service Caster & Truck Co.; 117 N. Albion St., Albion, Mich.  
Sippel Co.; Wm. H.; Dept. D-W South Bend, Ind.  
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.  
Z-K Equipment & Supply Co.; 1227 Prospect Ave., Cleveland, Ohio.  
(See advertisement elsewhere in this issue.)



# Bassick

### TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

**THE BASSICK COMPANY**  
Bridgeport Connecticut

### CLOCKS (Time and Watchmen's)

Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)  
Simpler Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

### CONTAINERS (Shipping)

Bird & Son, Inc.; Mill St., East Walpole, Mass.  
Hummel & Downing; Milwaukee, Wis.  
King Sigs. Wm., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.  
Lewis Co., G. B.; Watertown, Wis.

### CONVEYORS

Alvey-Ferguson Co.; 75 Blaney Ave., Cincinnati, Ohio. (Gravity)  
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)  
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)  
Clark Tractor Co.; Battle Creek, Mich.  
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)  
McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)  
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)  
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

### CORDAGE

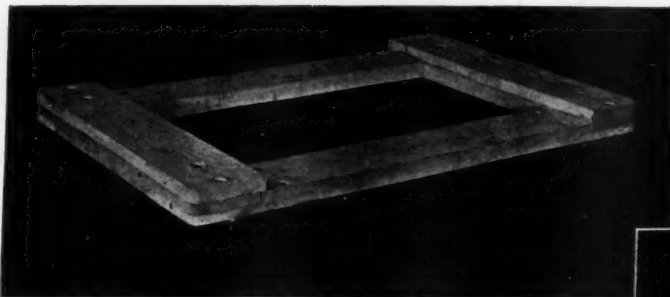
Plicher-Hamilton-Dally Co.; 348 N. Dearborn St., Chicago, Ill.  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)  
(See advertisement elsewhere in this issue.)

### COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleacher St., New York, N. Y.  
Plicher-Hamilton-Dally Co.; 348 N. Dearborn St., Chicago, Ill.

# A NEW "MOVER'S DOLLY"

Made of AIR DRIED OAK and scientifically constructed to prevent breakdowns. Standard 20" x 30" but available in any size desired. Equipped with highest grade plate truck casters, with or without Hyatt roller bearings in wheels.



No. 801 "PIANO"  
3" rubber wheel \$6.00

No. 901 "ATLAS"  
4" rubber wheel \$8.50

No. 951 "GIANT"  
5" rubber wheel \$12.50

f.o.b. Cleveland

THIS DOLLY BUILT TO "TAKE IT"  
*Sturdy ... Practical ... Economical*

MANUFACTURED BY

**Z-K Equipment & Supply Co.**

Builders of Specialty Dollies and other warehouse equipment  
1227 Prospect Ave. CLEVELAND, OHIO



## COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)  
Iden Warehouse Supply Co., 564 Washington Blvd., Chicago, Ill.  
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
(See advertisement elsewhere in this issue.)  
Self-Lifting Piano Truck Co.; Findlay, Ohio.  
(See advertisement elsewhere in this issue.)  
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

## COVERS (Truck)

### (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
Channon Co., H.; 149 N. Market St., Chicago, Ill.  
Des Moines Tent & Awning Co.; 915 Walnut St., Des Moines, Iowa.  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)  
Hoegge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.  
Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
Iden Warehouse Supply Co., 564 Washington Blvd., Chicago, Ill.  
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
(See advertisement elsewhere in this issue.)  
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.

## DOLLIES

Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)  
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Z-K Equipment & Supply Co., 1227 Prospect Ave., Cleveland, Ohio.

## DOORS (Elevator and Fire)

California Ppf. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)  
Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)  
Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)  
National Refrigerator Co.; 827 Koellin Ave., St. Louis, Mo. (Cold stge.)  
Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)  
Richmond Ppf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)  
Security Fire & Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)  
Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)  
Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)  
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)

## ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.  
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)  
Otis Elevator Co., Eleventh Ave. & 26th St., New York, N. Y.  
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

which all of the air previously drawn in through the suction port is ejected. There are three such cycles per revolution.

Lubrication of the pump is effected from the pressure lubrication system of the engine. Oil under pressure is admitted to the base whence it flows through passages in the housing and the rear end plate to the rear bearing. The pump shaft is drilled and contains three metering holes which register with the port in the bearing so that a limited supply of oil is directed to the bottom of each vane. Maker, Bendix Products Corp., South Bend, Ind. *Distribution and Warehousing.*

## New Schrader Quick-Acting Air-Hose Coupler

**P**ROVIDES an effective means of adapting a single air-line to varied requirements about the garage and shop.

Equipment such as grease-guns, spray-guns, chuck-gauges, chucks, blow-guns, etc., can be interchanged quickly on the one air-line by permanently attaching this coupler to the end



of the air-hose, and equipping each device with a steel adapter to fit the coupler.

Air can be instantly applied to each unit by merely snapping the check-unit on the equipment fitted with the adapter. By a slight twist of the coupler, the air is automatically cut off. The check unit has a replaceable washer and deflator that can be changed easily when necessary.

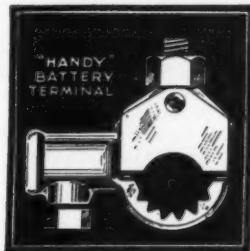
The new coupler designated as Number 8050 in the Schrader line, is furnished complete with one adapter. Extra adapters



may be obtained for additional equipment, at small cost. Maker, A. Schrader's Son, Inc., Brooklyn, N. Y. *Distribution and Warehousing.*

### Handy Battery Terminal Grabs Posts

**O**f rugged construction—grabs post tightly and establishes perfect contact. This terminal is reversible—can be used on positive or negative post and will fit all types of batteries



and cables. Is made of brass dipped in lead to help prevent corrosion.

A large adjustable opening makes it easy to put on and take off. Lies flat on battery and will not vibrate off. Maker, Han-Dee Mfg. Corp., Hartford, Conn. *Distribution and Warehousing.*

### Seat Cushion Filler Sheets Now Available

**T**o satisfy a growing demand on the part of large fleet operators, Sponge-Aire patented seat cushion fillers can now be obtained in large sheets. This new policy permits fleet operators to quickly cut out sizes and shapes required for rush jobs. Maker, Sponge-Aire Seat Co., Inc., Buffalo, N. Y. *Distribution and Warehousing.*

### Alemite Powergun Economical in Grease Dispensing

**T**his new product has been built to fleet operators' specifications. Can be used as a portable unit, wheeled from job to job, or can be installed in a stationary position and lubricant piped to any number of outlets. It develops 33 times the air pressure used.



*Distribution and Warehousing, August, 1935*

### ELEVATORS (Portable)

Barrett-Cravens Co.; 3264 West 80th St., Chicago, Ill.  
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.

### EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
Orange Mfg. Co.; Effand, N. C.  
Phillips Excelsior Co.; Chattanooga, Tenn.  
Sheboygan Pad Co.; 1501-5 Erie Ave., Sheboygan, Wis.

### EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 100 E. La France St., Elmira, N. Y.  
Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.  
Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
Pacific Fire Extinguisher Co.; 142 9th St., San Francisco, Cal.  
Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
Safety Fire Extinguisher Co.; 290 Seventh Ave., New York, N. Y.  
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

### FANS (Industrial Ventilation)

International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

### FLOOR REPAIRING MATERIAL

Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.

### FUMIGATING EQUIPMENT

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

### HOISTS (Chain and Electric)

Alloy Steel & Metals, Inc.; 1802 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)  
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, (Elec.)  
Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)  
Harnischfeger Corp.; 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)  
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)  
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)  
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)  
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)  
Wright Mfg. Co.; York, Pa. (Chain)  
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

### INSECTICIDES

Barrett Co.; 40 Rector St., New York, N. Y.  
Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)  
Cenol Co., Dept. M.; 4250-56 No. Crawford Ave., Chicago, Ill.  
Enos Chemical Co.; 2480 Indiana Ave., Chicago, Ill.  
Grassell Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
Gretsch & Co., Inc.; Ralph, 1150 Broadway, New York, N. Y.  
Michigan Alkali Co.; 60 E. 42nd St., New York, N. Y.  
Midway Chemical Co.; 5235-5259 W. 65th St., Chicago, Ill.  
National Home Sanitation Co., Dept. AA; 627 First Ave., North, Minneapolis, Minn.  
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue)  
Wizard, Inc.; 5235-5259 W. 65th St., Chicago, Ill.

### NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y.  
Gretsch & Co., Inc.; Ralph, 1150 Broadway, New York, N. Y.  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## MOTH-CRAFT PRODUCTS

give safe, sure and inexpensive insurance against damage by moths



## NAPHTHALENE FLAKES and PINE TAR PAPER

24 hour shipment and personal attention to every order.

Write or phone

**RALPH GRETSCH & CO., INC.**

1150 Broadway, N. Y. C.  
Phone AShland 4-9417

The way to make money by using advertising is to use it—not to fiddle with it.

## PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
Gotch Co., Walter M., 630 W. Adams St., Chicago, Ill.  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.  
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.

(See advertisement on page of this issue)  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
Wagner Awning & Mfg. Co.; 2058 Scranton Rd., Cleveland, Ohio.

## IRON HORSE



Reg. U. S. Pat. Off.

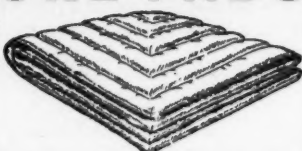
## FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings  
Grand Covers Tietape



CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.

Fulco



FURNITURE PADS

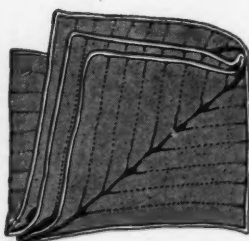
and  
TARPAULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.  
Write today for 1935 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS  
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.



Tarpaulins  
Truck Covers  
Awnings

## POWCO FURNITURE PADS

CUT SIZE { 72 x 36"  
72 x 54"  
72 x 72"  
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler gives extra thickness and permanent body.

Furniture Taps, 1 1/2" wide, Rolls of 27 yards.

POWERS & CO. REED ST. 25TH TO 26TH  
PHILADELPHIA

## PADS (Excelsior Wrapping)

American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
Dale Bros. Excelsior Pad Co.; 1659 Plainfield Ave., N. E., Grand Rapids, Mich.  
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.  
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.  
Sheboygan Pad Co.; 1301-S Erie Ave., Sheboygan, Wis.  
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.

It delivers all grades and types of lubricant; and is compact—49 1/2 inches high, 18 wide and 24 long. Another feature is that it delivers lubricant from the original container to the bearing surface, thus preventing contamination and waste.

The new hand-control valve used with this gun fits push-type and hydraulic fittings without adapters and will deliver lubricant in large or small quantities under tremendous pressures at the operator's will. Maker, Alemite Corp., Chicago. Distribution and Warehousing.

## Porto-Power Shop Tool

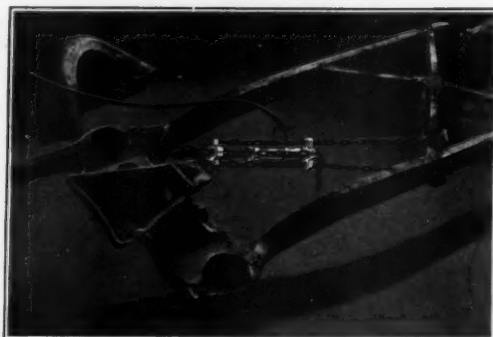
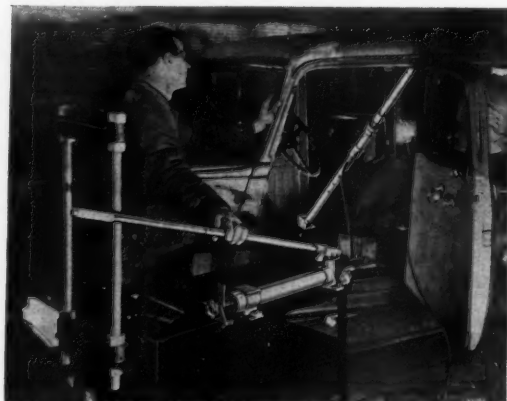
For Many Uses

DEVELOPMENT of a hydraulic jack adapted to body, fender, frame and shop work, and designed to replace specialized equipment in the average truck garage has been announced by Blackhawk. The jack and its accessories will enable complete body repair service with the minimum of equipment.

Taking its standard hydraulic jack as a basic unit, the pump and the ram of the jack have been separated into two units connected by a flexible hose. This has given to hydraulic jacks an adaptability heretofore impossible. With the new device it is possible to pull or press metal into shape, straighten frames and repair body faults under 7-ton hydraulic pressure.

Porto-Power, as the new unit is called, is practically a complete workshop on wheels, combining all tools needed for rough body repair operations in one matched set carried on a wheeled stand.

The division of the jack into two sections enables the ram to deliver full power in any direction. The ram, which is the heart of the equipment, is threaded at both ends to permit attachment of thirty accessories in any combination to fit the individual repair job.



The stand carrying the equipment is of sturdy, welded steel construction and moves on ball-bearing casters. Mounted on one end is a press frame which uses the ram for power. The pump for the jack is mounted on one side of the stand and is removable for work in or under automobiles. The ram unit is connected to the pump by a 6-foot reinforced flexible hose capable of withstanding high pressures. The thirty attach-

ments provided as standard equipment include malleable iron toes, body plates, angle irons, chain blocks, spring spreaders, fender clamps and caps, two welded steel chains and a series of metal pipe extensions of varying lengths. Nipples and couplings greatly increase flexibility of making combinations to fit the job.

The attachments enable the jack to push, pull, clamp, spread, or straighten under full hydraulic power.

Starting with the basic Porto-Ram, it is possible to build up combinations with the attachments to fit each particular job. This enables the Porto-Power Jack to replace expensive, specialized equipment.

Maker, Blackhawk Mfg. Co., Milwaukee, Wis. *Distribution and Warehousing.*

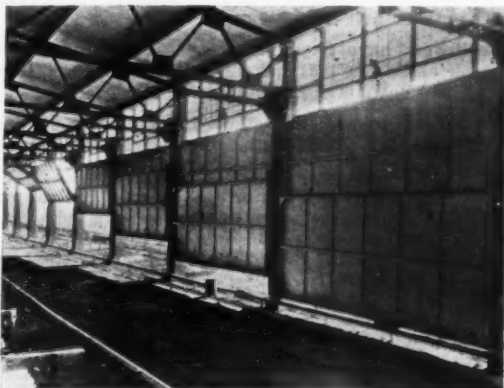
#### Kinnear Doors on "Normandie" Dock Have Unusual Features

THE birth of a gigantic ship such as the French liner "Normandie" is a greater undertaking than many realize. Besides the engineering feat it alone represents, it involves other projects, though somewhat smaller in size, which call for specialized engineering skill.

One such project was that of the building of Pier 88 in the New York harbor, designed especially for the docking of the "Normandie."

Installed on this great pier are 192 steel bifolding doors of Kinnear design and construction. They range in size from 18 by 18 feet to 38 by 18.

To partially appreciate the major proportions of the door installation alone, in a project of this size, it is interesting to note the following:



If the doors were lined continuously they would extend 3880 feet—almost  $\frac{3}{4}$  of a mile or nearly four times the length of the "Normandie."

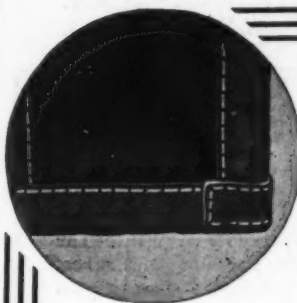
They required 350 tons of steel panels. To counterbalance this weight, so that a single man can easily open and close the door, 700,000 pounds of cast iron cylindrical weights were used.

Each door consists of two sections. After the lower section telescopes with the upper one the two sections slide to the overhead position on heavy steel tracks. The weight of the door is compensated by cast iron weights completely concealed in the jambs, thereby so perfectly counterbalancing it that only 15 pounds of energy is required to set it in motion.

Another feature is the safety drop lock. The raising and lowering of such great weight is hazardous unless proper safety equipment is used. This protection is given in the form of an elevator lock. This prevents the door dropping should the lifting chains accidentally break.

Pier 88 is unique in pier construction, in that it is built in three decks. The bifolding doors are so arranged that they provide a barrier or gate for the openings on the upper decks. The bottom section of the door can be disconnected, thereby

#### PADS (Canvas Loading)—Continued



#### ★ Star Feature No. 2

A specially reinforced heavy welt edge binding on all four sides and tough, overlapped corners guarantee extra strength and longer service with Superior Dreadnaught Pads.

### Superior Dreadnaught Furniture Pads

PERFORMANCE and endurance should count when buying furniture pads just as they do when buying trucks and trailers. Superior Dreadnaught Square-Stitched Furniture Pads give the utmost in performance and endurance because they have these better features... Uniform 3-inch squares, a solid, even one-piece layer felt lining and reinforcements that will not let the padding protrude from the sides. Get the best value... buy Dreadnaught Pads!

72 x 80 inch (cut size) @ \$23.50 Dozen. Other sizes proportionately lower priced. Terms—2% Cash, 10 days, Net 30 days on approved credit, F.O.B. New Haven, Conn.

**NEW HAVEN QUILT & PAD CO.**  
80-86 FRANKLIN ST. NEW HAVEN, CONN.

#### PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.  
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.  
Pitche-Hamilton-Daily Co.; 848 N. Dearborn St., Chicago, Ill.  
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

#### PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue)

#### PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
Page Fence Assn.; Dept. E, 520 N. Michigan Ave., Chicago, Ill.  
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

#### PIANO DERRICKS AND TRUCKS

Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Self-Lifting Piano Truck Co.; Findlay, Ohio.



NEW BUCKEYE SILL PIANO TRUCK—Heavy Duty. Center wheel allows balancing and turning without lifting. Handles uprights, grands and baby grands easily and safely. Prevents scraping or marring floors. Also 16 other styles. Write today for free circulars.

Also Manufacturers of  
X-70 REFRIGERATOR  
TRUCKS and BALANCE  
REFRIGERATOR  
TRUCKS.

**Self-Lifting Piano Truck Co.**

Findlay, Ohio

Manufacturers of Trucks Since 1901



## PAPER (Tar)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.  
(See advertisement elsewhere in this issue)  
White Tar Co.; Dept. W, Belleville Turnpike, Kearny, N. J.

## How to secure POSITIVE MOTH PROTECTION

Now . . . as 50 years ago . . . White Tar Moth Prevention Products provide the *surest cheapest, safest and most profitable* storage protection.

## WHITE TAR NAPHTHALENE FLAKES and BALLS

Scatter freely in any tight room and the job is done. No costly vaults—no dangerous poisonous gases. Available in bulk or package.

## PINE TAR PAPER

Rugs, carpets and draperies rolled in this heavy, specially-treated paper are completely protected from moths—as well as dirt.

Send for prices and full information today.

### THE WHITE TAR COMPANY OF NEW JERSEY, Inc.

(A subsidiary of the Koppers Co.)

Belleville Turnpike  
Dept. W

Kearny, N. J.  
Phone Kearny 2-3600



## PRINTING

Economy Printing Service; 341 East 150 St., New York City, N. Y.

## PRINTING

### WAREHOUSE PRINTING FORMS OF EVERY DESCRIPTION

- Careful household storage warehousemen use the Economy Printing Service forms to aid them in operating their business legally and efficiently.
- The Economy Printing Service will gladly send you samples and quotations on request and will gladly quote prices on the forms you are now using.
- Our service and estimates will cover all of your printing needs.

**ECONOMY PRINTING SERVICE**  
341 EAST 150TH ST. NEW YORK CITY

## RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.  
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.  
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

## RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.  
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.  
Stewart-Warner Speedometer Corp.; Diversy Blvd., Chicago, Ill.  
U. S. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.  
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

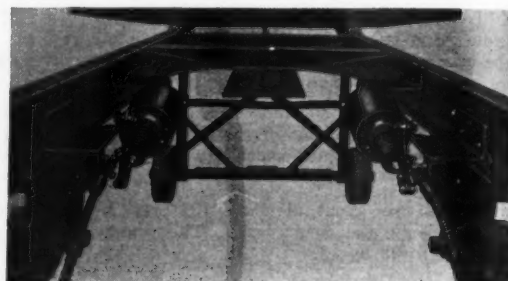
remaining in place when the upper section is opened in the normal manner.

Opening upward, these doors save floor and wall space. They also afford ample protection against weather and are burglar-proof. When built of metal they provide a positive fire guard. Maker, Kinnear Manufacturing Co., Columbus, Ohio. *Distribution and Warehousing.*

### Vel-Vac Power Cylinders for Trailers and Trucks

MODELS A and C, of the push or pull type, are of the standard piston-type design and operate on the direct-acting principle.

They are offered primarily for use on trailers, although

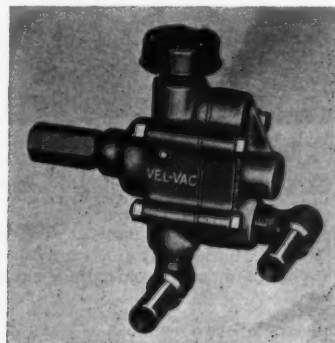


they are equally as effective on trucks or tractors where a direct-acting cylinder is required. The rating of either cylinder on direct push or pull is 282 pounds.

The cylinders have fixed mounting studs securely riveted to the cover and a felt seal and wiper. The gland seal is guaranteed to hold vacuum for the life of the cylinder.

The specifications are: diameter 6 inches, stroke 6 1/4 inches, area 28.2 square inches, length extended 18 inches, pull 20 inches, and weight 10 1/4 pounds.

The company is likewise offering two new control valves, designated as the model V-25 for air-suspended cylinders and



the V-26 for vacuum-suspended cylinders. Each weighs 1 1/2 pounds. Their capacity covers the range from small power cylinders for passenger cars to a pair of the C cylinders with change or adjustment.

They are designed for foot-pedal operation and mount easily on the pedal rod with either mechanical or box-type hydraulic brakes. The release area is nearly twice as great as the application area and the operation is positive with complete control of application at all times. The valve may be connected from single to double line without removing from the vehicle. Maker, Vacuum Power Equipment Co., Detroit, Mich. *Distribution and Warehousing.*

## REFRIGERATION (Truck Body)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.  
**Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.**  
*(See advertisement elsewhere in this issue.)*  
 International Carbonic, Inc., 60 East 42nd St., N. Y. (Carbon Dioxide)  
 International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.  
 Liquid Carbonic Co., 3100 S. Kedzie Ave., Chicago, Ill. (Carbon Dioxide)  
 Mack Trucks, Inc., 25 Broadway, New York, N. Y.  
 Ree Motor Car Co., 1331 S. Washington Ave., Lansing, Mich.  
*(See advertisement elsewhere in this issue.)*

## SAWS (Portable Machine)

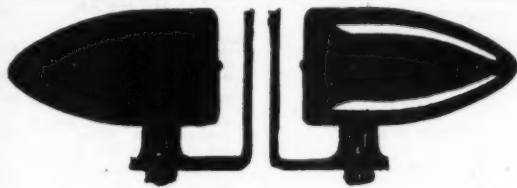
Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill.  
 Kennedy, Ralph M., 111 N. Seventh St., Philadelphia, Pa.  
 Leach Co., S. Main & Sixth Sts., Oshkosh, Wis.  
 Lippert Saw Co., E. T., 608 Lincoln Ave., Millvale, Pittsburgh, Pa.  
 Onan & Sons, D. W., 48 Royalston Ave., Minneapolis, Minn.  
 Skilaw, Inc., 3310 Kinton Ave., Chicago, Ill.  
 Wallace & Co., J. D., 124 S. California Ave., Chicago, Ill.

## SCALES

Dayton Scale Co., Dayton, Ohio.  
 Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill.  
 Gaston Scale Co., Deloit, Wis.  
 International Scale Co., 270 Broadway, New York, N. Y.  
 Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.  
 Toledo Scale Co., Toledo, Ohio.

## SIGNALS

Turn Signal Corp., 400 E. Rittenhouse Ave., Phila., Pa.



**A paying investment.**

*Watch for this trademark.*

**TURN SIGNAL**  
 CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

## STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J., 101 Beekman St., New York, N. Y.  
 Diagraph Stencil Mch. Corp., 2913 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mch. Co., 22 Ideal Block, Belleville, Ill.  
 Marsh Stencil Mch. Co., 35 March Bldg., Belleville, Ill.

## TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.  
*(See advertisement elsewhere in this issue.)*  
 Goodrich Rubber Co., B. F., Akron, Ohio.  
*(See advertisement elsewhere in this issue.)*  
 Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

## TIRES (Motor Truck)

Firestone Tire & Rubber Co., So. Main St., Akron, Ohio.  
 General Tire & Rubber Co., E. Market St., Akron, Ohio.  
*(See advertisement elsewhere in this issue.)*  
 Goodrich Rubber Co., B. F., Akron, Ohio.  
*(See advertisement elsewhere in this issue.)*  
 Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.  
 Kelly-Springfield Tire Co., 405 Lexington Ave., New York, N. Y.  
 Mohawk Rubber Co., 1235 Second Ave., Akron, Ohio.  
 Selberling Rubber Co., Akron, Ohio.  
 United States Rubber Co., 1790 Broadway, New York, N. Y.

## TRAILERS (Motor Truck)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.  
**Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.**  
*(See advertisement elsewhere in this issue.)*  
 General Motors Truck Co., Pontiac, Mich.  
*(See advertisement elsewhere in this issue.)*  
 Highway Trailer Co., Edgerton, Wis.  
 Stoughton Co., Stoughton, Wis.  
 Trailer Co. of America, 31st and Robertson, Cincinnati, Ohio.  
 Utility Trailer Mfg. Co., Box 1407, Arcade Station, Los Angeles, Cal.

## TRUCK RACKS (For Hand Trucks)

Re-Bo Equipment Co., 405 Lexington Ave., New York City, N. Y.

## TRUCKS (Hand)

American Pulley Co., 4200 Wissahickon Ave., Philadelphia, Pa.  
*(All steel stevedore)*  
 Barrett-Cravens Co., 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)  
 Bodinson Mfg. Co., 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
 Chase Fdry. & Mfg. Co., 2340 Parsons Ave., Columbus, Ohio.  
 Colson Co., Box 550, Elyria, Ohio. (Platform and stevedore)  
 Electric Wheel Co., Walton Heights, Quincy, Ill. (Platform and stevedore)  
 Fairbanks Co., 395-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
 Globe Vise & Truck Co., 1451 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.  
 Howe Chain Co., 2-30 E. Clay Ave., Muskegon, Mich.  
 International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
 Jarvis & Jarvis, Inc., 200 S. Main St., Palmer, Mass.  
 Lansing Co., 602 Cedar St., Lansing, Mich. (Platform and stevedore)  
 Lewis-Shepard Co., 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)  
 Lyon Iron Works, Inc., Box A, Greene, N. Y. (Lift and platform)  
 McKinney Mfg. Co., Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)  
 Marion Malleable Iron Works, Box 689, 928 Miller Ave., Marion, Ind. (Dolly)  
 Mercury Mfg. Co., 4145 S. Halsted St., Chicago, Ill.  
 Norman, Wm. A., 180 N. Michigan Ave., Chicago, Ill.  
 Nutting Truck Co., 252 Kinkle St., Chicago, Ill. (Platform and stevedore)  
 Saginaw Stamping & Tool Co., Saginaw, Mich.  
**Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)**  
*(See advertisement elsewhere in this issue.)*  
 Service Caster & Truck Co., 517 N. Albion St., Albion, Mich.  
 Streich & Bro., A., 318 Eighth St., Oshkosh, Wis.  
 Tucker & Dorsey Mfg. Co., Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)  
 Z-K Equipment & Supply Co., 1227 Prospect Ave., Cleveland, Ohio. (Lift and platform)  
*(See advertisement elsewhere in this issue.)*

## TRUCKS (Jack)

Colson Co., Box 550, Elyria, Ohio

## TRUCKS (Refrigerator)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
 R & B Appliances Co., Inc., 208 E. Crawford St., Findlay, Ohio.  
**Self-Lifting Piano Truck Co., Findlay, Ohio.**  
*(See advertisement elsewhere in this issue.)*

## The DAYTON CARRIER TRUCK

**Deliver your Refrigerators on Rubber**

*Will Not Mar—Speeds Delivery*

Two sizes—Type X with 53 inch handles and 8 inch rubber wheels—Type Y with 70 inch handles, 8 inch rubber wheels and skids.

Type X with one strap.....\$17.00

Type Y with one strap..... 18.50

f.o.b. Dayton



**International Engineering Inc.**

Dayton, Ohio

15 Park Row, N. Y.

## VAULTS (Fumigation)

Haskelite Mfg. Corp., 208 W. Washington St., Chicago, Ill.

## WAREHOUSE FORMS

Economy Printing Service, 341 East 150th St., New York City, N. Y.  
*(See advertisement elsewhere in this issue.)*

## WHEELS (Industrial Truck)

Divine Bros. Company, 101 Whitesboro St., Utica, N. Y.  
 Fairbanks Co., 395-399 Lafayette St., New York, N. Y.  
 International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio

## WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills, Michigan Ave. & Kent St., Detroit, Mich.  
 Hart Mfg. Co., 16 E. Livingston St., Columbus, Ohio.  
 Hirsch-Wels Mfg. Co., 205-209 Burnside St., Portland, Ore.  
 Isaac and Son, Wm., 88 Bowery, New York, N. Y.  
 McDonald Mfg. Co., E. L., Twelfth & Penn Sts., St. Joseph, Mo.  
 Motor Suit Mfg. Co., 302 W. Ninth St., Kansas City, Mo.  
 Nunnally & McCrea Co., 104-6 Mitchell St., S. W., Atlanta, Ga.  
 Oppenheim Bros., 1107 Broadway, New York, N. Y.  
 Scott Mfg. Co., Cyrus W., Houston, Texas.  
 Star Overall & Uniform Mfg. Corp., 65 Varick Ave., Brooklyn, N. Y.  
 Strauss & Co., Levi, 98 Battery St., San Francisco, Cal.  
 Waco Garment Mfg. Co., P. O. Box 134, Waco, Texas.

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A.B.C. Fireproof Whse. Co.  
Adams Tfr. & Stgo. Co.  
Central Stgo. Co.  
Crooks Term. Whse.  
Monarch Tfr. & Stgo. Co.  
Murray Tfr. & Stgo. Co., W. H.  
Only Way Tfr. & Whse. Co.  
Radial Whse. Co.  
Smith Stgo. Co., Inc., H. H.  
United Whse. Co.  
Walnut Stgo. & Dist. Co.  
St. Joseph  
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St. Louis  
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St. Louis Term. Whse. Co.



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Omaha  
Bushman Whse. & Stge. Co.  
Central Stge. & Van Co.  
Ford Bros. Van & Stge. Co.  
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Great Neck  
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Jamaica Stge. Whse. Co.

Kew Gardens  
Kew Gardens Stge. Whse.

New Rochelle  
O'Brien's Fpf. Stge.

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Bowling Green Stge. & Van Co.  
Bush Terminal Co.  
Byrnes Bros. Whse., Inc.  
Day & Meyer, Murray & Young, Inc.  
Dunham & Reid, Inc.  
Ellinger's Fpf. Whse., Inc.  
Gilbert Stge. Co., Inc.  
Globe Fpf. Stge. Whse. Co., Inc.

Hahn Bros. Fpf. Whse., Inc.  
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Lehigh Harlem River Term. Whse., Inc.  
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Syracuse  
Fitz Stge. Whse. Co.  
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King Stge. Whse., Inc.

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Utica Whse. Co., Inc.

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Bramley Storage Co.  
Britton Term., Inc.  
Distribution Term. & Cold Stge. Co.  
Greely-General Whse. Co.  
Lederer Term. Whse. Co.  
Lincoln Stge. Co.  
Neal Stge. Co.  
Oilt Term. Whse. Co.  
Railway Whse., Inc.

Columbus  
Columbus Term. Whse. Co.  
Columbus Whse., Inc.  
Edwards Tfr. & Stge. Co.  
Merchandise Whse. Co.  
Nelliston Whse. Co.

Marion  
Merchants Tfr. Co.  
Wright Tfr. & Stge. Co.

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Springfield  
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Steubenville  
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Hazleton  
Kern's Tfr. & Stge.

Lancaster  
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Oil City  
Carnahan Tfr. & Stge.

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Fenton Stge. Co.  
Fidelity-50th Century Stge. Whse.  
Gallagher's Whse.  
Miller North Broad Stge. Co.  
Terminal Whse. Co.

Pittsburgh  
Duquesne Whse. Co.  
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Dallas  
American Tfr. & Stge. Co.  
Dallas Tfr. & Term. Whse. Co.  
Dallas-Trinity Whse. Co.  
Inter-State Fpf. Stge. & Tfr. Co.

Fort Worth  
Bryson-O'Keefe Fpf. Stge. Co.  
General Cartage Co.  
O. K. Whse. Co.  
Texas & Pacific Term. Whse. Co.

Hartigan  
Jones Tfr. & Stge. Co., Inc.

Houston  
Gulf Whse. & Transport Co.  
Patrick Tfr. & Stge. Co.  
Universal Term. Whse. Co.  
Westheimer Whse. Co., Inc.

Longview  
Wilson Tfr. & Whse. Co., Roy

San Antonio  
Central Whse. & Stge. Co.  
Merchants Tfr. & Stge. Co.  
Muegge-Jenell Whse. Co.  
Sobey Fpf. Stge. Co.  
Southern Tfr. Co., Inc.

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# WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods, Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



## "Andy Says"

A GREAT surprise was in store for those executives who attended the Great Lakes regional meeting of warehousemen's associations at the Spink-Wawasee Hotel, Wawasee, Ind., July 20 to 23d. Its attendance equalled that of some of our national meetings and represented the merchandise as well as the household goods branch of the industry.

The discussion of current topics regarding these two divisions of the trade, as well as of what may be expected from association work in the future, made the meeting considerably more than a summer outing, as may have been originally intended several years ago when the first get-together was called to replace the Mackinac summer meeting of the National Furniture Warehousemen's Association.

Many warehousemen present at Wawasee recalled the days of the old Central Warehousemen's Club gatherings to which warehousemen from all States, regardless of association affiliations, were invited.

Old personal friends with varied association connections but with a common interest are in this way brought together. What more could be desired than this good fellowship where, if differences do exist, at least the opportunity to iron them out is offered?

One thing is certain: the warehousing trade is association-minded; and, in view of the collapse of NRA, will this spirit stand in its stead, for association activities will carry on and grow stronger than ever in the past.

*Andy*

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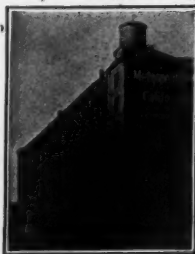
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Members: AFA, NFWA, CFA, AFWinc, MTA of C, New Haven Chamber of Commerce, Hauling member Allied Van Lines, Inc.



## WASHINGTON, D. C.

CONTAINER, LIFT VAN,  
OR ORDINARY SHIPMENTS DELIVERED

## Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments at door to door rates, with all risk insurance if desired.

Available almost anywhere.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honore, Paris

## NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner



## West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing, Shipping, Receiving

## STAMFORD, CONN.

STAMFORD  
DARIEN  
NEW CANAAN  
OLD GREENWICH  
NOROTON

WM. H.

## SCHAEFER

&amp; SON, Inc.

Fireproof Storage Warehouse

Member of Conn. W.A.—N.F.W.A.

## WASHINGTON, D. C.

Modern  
Fireproof  
Building

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



## SMITH'S

TRANSFER &amp; STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

## WASHINGTON, D. C.



E. K. MORRIS, President

FEDERAL STORAGE  
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

## WASHINGTON, D. C.

## General Merchandise Storage

Pool Car Distribution—City Delivery Service

Direct Switching Connections into Warehouse

Pennsylvania Railroad

Terminal Refrigerating &amp; Warehousing Corporation

4th and D Streets, Southwest

Member of A. C. W.

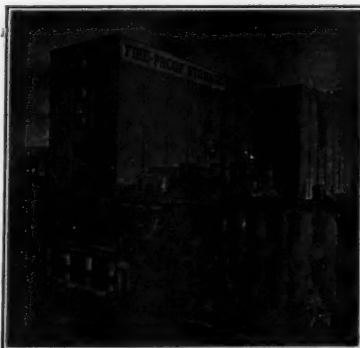
## WASHINGTON, D. C.

Absolutely  
Fireproof

MOVING  
PACKING  
SHIPPING

Pool Car  
Distribution  
General Hauling

Merchants Transfer  
& Storage Co.  
920-922 E. St., N. W.



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W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY  
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. &amp; O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

## WASHINGTON, D. C.

Established 1901

UNITED ★ STATES  
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 137)

Member of N.F.W.A.—W.W.A.



The Men Who Distribute

## American Crayons

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

The Men Who Distribute

## Fels-Naptha Soap

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses



JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE  
**UNION TERMINAL WAREHOUSE COMPANY**  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 53 Cars  
Reinforced Concrete—Sprinkler System  
Insurance Rate 20 Cents  
Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.W.—J.W.A.

JACKSONVILLE, FLA.

**VANN WAREHOUSE COMPANY, INC.**

242 E. Bay Street Jacksonville, Fla.  
Merchandise Storage—Cold Storage—Pool Car Distribution

Building is centrally located, brick and concrete construction, equipped with sprinkler system and served by Sou. Ry., G.S.&F. Ry. and St. Johns River Terminal Co. Low Insurance Rate.  
Member of Jacksonville Warehousemen's Association

MIAMI BEACH, FLA.

**Washington Storage Co., Inc.**

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Members NFWA, SOWA

TAMPA, FLA.

"Your Tampa Branch House"

**GALDWELL**  
BONDED  
WAREHOUSES  
INCORPORATED

MERCHANDISE  
Storage & Distribution  
Fireproof Buildings  
Waterfront Whse. and  
Private Docks

U. S. CUSTOMS  
Bonded Storage.  
Government Storekeeper  
retained permanently.  
Normal temperatures for  
Wines and Liquors.

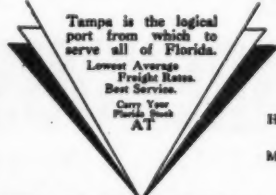
HOUSEHOLD  
Moving & Storage Agents  
Aero Mayflower Transit  
Co.  
National Long Distance  
Movers.

Members Mayflower Warehousemen's Assn.

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

MERCHANDISE  
STORAGE  
POOL CAR  
DISTRIBUTION



HOUSEHOLD GOODS  
STORAGE  
MOVING—PACKING  
SHIPPING

**LEE TERMINAL**  
AND WAREHOUSE CORP.

TAMPA, FLA.

Represented by Distribution Service

NEW YORK—CHICAGO—SAN FRANCISCO

The Men Who Distribute

'Chiclets' Gum

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

TAMPA, FLA.

WILLIAM J. EVE, Manager

**WAREHOUSE, INC.**

BONDED

CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers  
Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

**RELIABLE TRANSFER CO.**

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping

Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

COLUMBUS, GA.

FOR — modern warehousing — distributing  
of merchandise and household goods—choose

**BURNHAM'S**

STORAGE AND VAN SERVICE

MOTOR FREIGHT TERMINAL

PRIVATE TRUCKAGE

Member—Southern Warehousemen's Association

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER  
COMPANY,

BAY STREET EXTENSION & CANAL,  
Post Office Box 1127

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—truck con-

nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

**HONOLULU**

consign to us and the same will be given our best attention.

Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Furnished

**BOISE COLD STORAGE COMPANY**

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

**CHICAGO, ILL.**

## Combine your Chicago Office and your Warehouse

■ at **ANCHOR.** The best location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

**You will find here every facility for the efficient storage and distribution of your merchandise.**

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform *inside* the building—private dock on Chicago River *outside* all bridges—lighterage connection with rail lines eliminating switching delays.

**ANCHOR STORAGE CO.**

219-229 East North Water Street

# CHICAGO

**Represented by**

**DISTRIBUTION SERVICE, INC.**

100 Broad St.      219 East North Water St.      625 Third St.  
NEW YORK CITY      CHICAGO      SAN FRANCISCO  
Phone Bowling Green 9-0986      Phone Sup. 7180      Phone Sutter 3461

*An Association of Good Warehouses  
Located at Strategic Distribution Centers*

**CHICAGO, ILL.**



**Chicago's only warehouse which has a Union Freight Station under the same roof. Chicago Junction Service—carload and L. C. L.—to all lines daily at flat Chicago rate.**

U. S. Customs Bonded. All modern warehouse services.

**Write for illustrated booklet and rates.**

2001 West Pershing Road

**CHICAGO, ILL.**

**Accessible Location.  
Modern Warehouse.  
Excellent Shipping  
Facilities.  
Delightful Offices  
Special Equipment.  
Economical Service.  
No cartage expense on  
outbound L. C. L.  
Freight.**

**DIETRICH**  
WAREHOUSING  
• COMPANY •  
1455 W. 37<sup>TH</sup> ST.

**CHICAGO, ILL.**

**SATISFACTION ASSURED!**

**A large shipper wrote us—"It is not often our interests in out-of-town shipments are accorded the careful attention you have shown."**

# EMPIRE

## WAREHOUSES, INC.

General Offices 5153 Cottage Grove Ave.  
W. F. CARROLL, Pres. J. J. BARRETT, Sec'y.

**CHICAGO, ILL.**



## DOWNTOWN WAREHOUSE

**Most Centrally Located  
2 Blocks from New Union Station  
CANAL &  
HARRISON STS.  
Tunnel and Trap Car  
Service**

# CROOKS TERMINAL WAREHOUSES

## CHICAGO

**NEW YORK OFFICE: 76 BEAVER STREET**

**KANSAS CITY**

## SOUTH SIDE WAREHOUSES

**5801-5967 West 65th St.**

**Capacity 1200 Carloads**  
**Insurance Rates as Low as 12c.**



**Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.**

LIBERAL LOANS MADE ON STAPLE COMMODITIES

# EFFICIENCY

Ideal facilities for storage, excellent office accommodations, private railway sidings, a big fleet of Currier-Lee trucks, and underground tunnel service are just a few of the many time-saving, cost-cutting features of Currier-Lee Service that add so much to efficient storage and distribution of merchandise.

WRITE FOR DETAILS

**CURRIER-LEE WAREHOUSE CO.**

General Offices 427 W. Erie St., Chicago, Ill.



## CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.  
For Shipments to the South Side's Finest Residential Districts

CONSIGN TO

**The Lincoln Warehouse Corporation**

Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted

Member N.F.W.A.

## CHICAGO, ILL.



**MIDLAND**

Offers

**LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
WAREHOUSES**

at

**CHICAGO**

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

**Midland Warehouse & Transfer Co.**  
CHICAGO, ILL.

15th Street and South Western Ave.

## CHICAGO, ILL.

Member A. W. A.

**COMPLETE WAREHOUSING  
AND DISTRIBUTING SERVICE**



**GRISWOLD-WALKER-BATEMAN  
COMPANY**

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

## CHICAGO, ILL.

FOR **REAL SERVICE** TRY

**Producers Warehouse Co.**

344 No. CANAL ST.

C & NW Ry SIDING

Also Operating

**Republic Warehouse Co.**

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE

## CHICAGO, ILL.

"Chicago's Leading Warehouse"

**SENG WATERWAY WAREHOUSE CO.**

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.



**THE  
EXTRA  
ATTENTION**

of a capable warehouse operating organization does not mean extra cost. On the contrary, it frequently reduces distribution costs.

▼

**RAILWAY TERMINAL & WAREHOUSE CO.**  
444 West Grand Avenue, Chicago, Illinois  
ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded storage • Loans on standard merchandise • Low insurance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

## CHICAGO, ILL.

**Soo Terminal Warehouses**

519 W. Roosevelt Road  
(Near Loop)

**Merchandise Storage—Pool Car Distribution**

Less Carloads To and From All Trunk Lines,  
North Shore Electric and Aurora and Elgin Elec., and Their  
Connections Handled Without Cartage Charges.  
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without  
Offices for Rent—Fireproof—Trackage

## CHICAGO, ILL.

**TOOKER STORAGE and  
FORWARDING CO.**

(Etab. 1903)

STORAGE CARTAGE RESHIPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

New York

CHICAGO, ILL.

Los Angeles

## CHICAGO, ILL.

Merchandise Storage and Distributors

**WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

**ADVANCES MADE**

Our ample financial resources enable you to negotiate  
loans right in our office.

Prompt Delivery and Best of Service

## CHICAGO, ILL.

**WERNER BROS. KENNELLY CO**

STORAGE  
MOVING  
PACKING  
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .  
Wilson Ave. Branch.

**CONTAINER SHIPMENTS  
SOLICITED**

Warehouses Conveniently Located

2815 Broadway  
4917 Broadway  
7613 N. Paulina St.  
4615 Clifton Ave.

PARK BRANCH  
1750 N. Clark St.  
Opposite Lincoln Park  
TRAFFIC DEPT.  
3133 N. Halstead St.

MAIN OFFICE:

**2815 BROADWAY, CHICAGO, ILLINOIS**

## DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. &amp; Treas.

**DANVILLE TRANSFER & STORAGE CO.**

The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.  
American Warehouse Association  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

## DECATUR, ILL.

**Decatur Warehouse Company**

(Shumate Transfer)

20-30 INDUSTRY COURT  
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West.  
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

PEORIA, ILL.

**All Points of the Compass**



Peoria is the logical center of distribution for Illinois.

We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

**FEDERAL WAREHOUSE CO.**  
Adams and Oak

PEORIA, ILL.

**NATIONAL WAREHOUSE CO.**

- Merchandise Storage
- Pool Car Distribution
- Private Siding
- Low Insurance Rate
- Fireproof Building Construction
- 14 Years Warehousing Experience

1323 SO. WASHINGTON ST.

ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

TRACKAGE—FREE SWITCHING  
SPARKLING SERVICE

506-514 Cedar St. Phone Main 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
160,000 POPULATION — RATE BREAKING POINT  
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS  
FEDERAL BARGE LINE TERMINAL  
C. B. & Q. SIDING—FREE SWITCHING  
**ROCK ISLAND TRANSFER & STORAGE CO.**  
Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.

"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL CORPORATION**

Subscribers to the Merchandise Warehousing Trade Code,  
under Certificate No. 34-399.

**Combination River-Rail Truck Terminal & Warehouse**



90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

EVANSVILLE, IND.

Byron Parsons, Pres.  
Sec., Treas. & Mgr., Omar A. Reinhardt

**Terminal Warehouse Company, Inc.**  
915 Main St. Evansville, Ind.  
Merchandise Warehouse, 10,000 square feet, concrete, private siding on IC.  
Distribution of Pool Cars

FORT WAYNE, IND.

**FORT WAYNE [ WITH MIGHT AND MAIN ] STORAGE CO. [ THE SAME ]**

FIREPROOF AND NON-FIREPROOF BUILDINGS.  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Siding—Pool Car Distribution

FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**  
"Fireproof" Buildings  
STORAGE, TRANSFER, DISTRIBUTION  
Located in Center of Business District  
We have our own truck line and are equipped to make prompt deliveries  
Private siding

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON**

**Transfer and Fireproof Warehouse**  
MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN STORAGE and WAREHOUSE CO.**  
Merchandise Storage, Distribution, Trucking  
Leased Space—Offices—Low Insurance  
Loans on Receipts

INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**  
330 West New York St. Indianapolis, Ind.  
Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.  
Member of A.W.A.—Ind. W. A.—Associated Warehouses, Inc.

INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
230 W. McCarty St. Telephone RI. 5513  
General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.  
CCC & St. L. R.R. Modern Truck Equipment.

The Men Who Distribute  
**'Necco Sweets'**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Directory of Warehouses

## INDIANAPOLIS, IND.

"Service That Satisfies"

POOL CAR DISTRIBUTION



**TRIPP WAREHOUSE COMPANY**  
MERCHANDISE AND MACHINERY STORAGE  
Centrally located in Shipping District  
Private siding—C. C. & St. L. R. R.

## TERRE HAUTE, IND.

**Bauermeister Terminal Company**  
Private R.R. Track Capacity 21 Cars connecting with all Lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited  
Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

## CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE CO.**  
FIREPROOF WAREHOUSE  
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. H. GDS.  
**MOTOR FREIGHT TERMINAL**  
For Reputable Freight Lines  
DAILY SERVICE IN EVERY DIRECTION  
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS  
Special Warehouse for Farm Machinery and Heavy Equipment

## DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

**Ewert & Richter Express & Storage Co.**  
Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.  
Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal.  
A.W.A.—N.F.W.A. Phone Ken. 543

## DES MOINES, IOWA

**BLUE LINE STORAGE CO.**  
200-226 - Elm - Des Moines, Ia.  
Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering Des Moines  
Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire Proof Warehouse

**MERCHANTS**  
TRANSFER & STORAGE CO.  
5th & Mulberry

TRY OUR SUPERIOR SERVICE  
35 years' warehousing nationally known accounts gives you Guaranteed Service  
Daily reports of shipments and attention to every detail.

## DES MOINES, IOWA

ESTABLISHED 1880

**White Line Transfer & Storage Co.**  
120 So. FIFTH AVE. DES MOINES, IOWA  
Moving: Packing: Shipping: Consolidators and Forwarders  
Fireproof and Non-Fireproof Storage of  
**AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS**  
MERCHANDISE (All Kinds)  
Private Sidings—Free Switching to and From All Lines Entering Des Moines  
(Lowest Insurance)  
Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

## MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory  
**MASON CITY WAREHOUSE CORP.**  
Fireproof Storage of All Kinds  
**MASON CITY, IOWA**  
Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

## SIOUX CITY, IOWA

"Our Customers Are Always Satisfied"

**Iseminger's Storage and Cartage Co.**  
Your Choice for the Sioux City Territory  
Transfer and Storage of Household Goods  
Distribution of Merchandise  
G. W. ISEMINGER, Mgr.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**  
Fireproof Warehouse Motor Truck Service  
Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

## HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.

**CODY**  
Transfer & Storage Co.  
Fireproof Warehouse — Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

## KANSAS CITY, KANSAS

**GRANDVIEW CLUB TRANSFER & STORAGE CO.**  
Modern distribution and warehousing service  
Merchandise and household goods.  
Reinforced concrete buildings. Private siding.  
Free switching to and from all lines.  
75,000 sq. ft. modern storage.

## KANSAS CITY, KANSAS

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**  
Packing, Moving, Storing and Shipping  
738-740 Armstrong  
L. J. CANFIELD, Proprietor Telephone Draxel 3490

## TOPEKA, KANSAS

E. N. White, Pres. & Treas. E. F. Dean, Vice-Pres. A. G. Durall, Sec.  
**TOPEKA TRANSFER and STORAGE Co., Inc.**  
Established 1880  
A.W.A. N.F.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE  
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.  
Member of American Chain of Warehouses

The Men Who Distribute  
**McDougall Kitchen Cabinets**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



WICHITA, KANSAS

*A Modern Distribution and  
Warehousing Service*

**Brokers Office & Warehouse Co.**  
Murray E. Cuykendall, Gen. Mgr.

**WHAT IT MEANS TO YOU**

Net something for nothing, but doing what you want  
done intelligently, economically and promptly.

**AT YOUR SERVICE**

WICHITA, KANSAS

*Write or Wire*



**Cassell**  
TRANSFER & STORAGE CO.  
WICHITA, KANSAS

Fireproof Storage and Sprinkler System

WICHITA, KANSAS

**MID-CONTINENT WAREHOUSE COMPANY**  
BONDED

East William St., Commerce to Santa Fe

**MERCHANDISE STORAGE DISTRIBUTION**

A Superior Service Reasonably and Intelligently Rendered

CHAS. KNORR, Manager

Telephone 3-5200

Forty years' experience in handling merchandise

WICHITA, KANSAS



LEXINGTON, KY.

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.**  
**THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

**FIREPROOF STORAGE COMPANY, Inc.**

505 W. LIBERTY ST.

MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

Member: Mayflower Warehousemen's Association

LOUISVILLE, KY.

**Most Up-To-Date Warehouse and Motor  
Truck Terminal in the South!**

*Our  
Service  
Is Our  
Sales  
Force*

With a trained personnel and finest facilities for  
rendering distribution service second to none.  
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

**KENTUCKY TERMINAL WAREHOUSE & STORAGE CO.**  
1301-1317 W. Main St. Louisville, Ky.

LOUISVILLE, KY.

**LAMPPIN WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square feet,  
Mill Construction, Sprinklered, private  
siding P.R.R. Distribution of pool cars.

LOUISVILLE, KY.

**Louisville Public Warehouse Company**

25 WAREHOUSES \*

\$750,000 CAPITAL

Louisville Member

AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdee. ——— H. H. Goods

BATON ROUGE, LA.

**COMPLETE MERCHANDISE  
STORAGE AND DISTRIBUTION SERVICE**

Largest local Merchandise Warehousing Facilities, operated in  
direct conjunction with Our Own River-Rail Terminal. Free  
Switching by all rail- and water-carriers. Rail Siding Eighteen  
cars capacity. Lowest local insurance rates. State bonded.

"EFFICIENT—SAFE—ECONOMICAL SERVICE"

**MUNICIPAL WAREHOUSES—BATON ROUGE, LA.**  
MANAGED AND OPERATED BY PORT OF BATON ROUGE

NEW ORLEANS, LA.

**Importers' Bonded Warehouse  
and**

**Bienville Warehouses Corporation, Inc.**

R. W. DIETRICH, President

**NEW ORLEANS, LA.**

Complete Warehousing and Distribution Service 100  
New Orleans and its territory.

200,000 square feet of storage space with track room  
for 30 cars at one placement. Licensed by and bonded to  
the State of Louisiana, and the U. S. Government  
Office, 340 Bienville St.

Member A. C. W.—A. W. A.

NEW ORLEANS, LA.

**Commercial Terminal  
Warehouse Company**  
INCORPORATED

**Modern Merchandise Warehouses**

A dependable agency for the  
distribution of merchandise  
and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS

LOUISIANA

## NEW ORLEANS, LA.

**Douglas Shipside Storage &  
Douglas Public Service Corps.**

New Orleans, La.  
Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.  
Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.  
Trucking Department  
operating 55 trucks.  
Insurance Rates 12c  
to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## NEW ORLEANS, LA.

**GALLAGHER****TRANSFER AND STORAGE CO., INC.**

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own  
when you call on us to serve them in New Orleans.

Members—N.P.W.A. and A.W.A.

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River—Shipside connection.  
Electrical unloading and piling devices provided to eliminate damage  
in handling.  
Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHESE. CO., Inc.**  
New Orleans, La.

## NEW ORLEANS, LA.

**PELICAN STORAGE & TRANSFER**  
201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.  
Low Insurance . . . Switch Track Facilities  
Motor Freight Terminal . . . Fumigation

## NEW ORLEANS, LA.

"LET US GIVE YOU THE BEST"

**Standard Warehouse Company, Inc.**

100 Poydras St.

New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our  
800 feet of platform. Rail and water facilities are at our doors. More  
than 100,000 feet of space, and every possible facility for storage,  
drayage, distribution of pool cars. In fact, every branch of the  
merchandise warehouse industry is at your immediate disposal.

Member of Southwest Warehouse and Transfermen's Association, Inc.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Con-  
nection—Private Siding

Member  
American Chain of Ware-  
houses  
American Warehousemen's  
Association  
National Furniture Ware-  
housemen's Association



## PORTLAND, MAINE

Established 1858

**CHASE TRANSFER CORP.**

General Offices 48 COMMERCIAL ST.

Specialists in Merchandise Pool Car Distribution

Local trucking and Contract Carriers for Maine.  
Heavy machinery, safes, boilers, stacks, etc.  
Equipped to haul up to 60 tons.  
Dock and Terminal facilities.

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Established 1905 THOS. H. VICKERY, Pres.

FIREPROOF WAREHOUSE

**BALTIMORE  
STORAGE CO.**

Charles and 26th Sts.

Every facility for the handling of your shipments



## BALTIMORE, MD.

Est. 1904

**CENTRAL WAREHOUSE CO., Inc.**

Rail Connections — Motor Trucks — Pool Car Service  
**Merchandise Storage and Distribution**

Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District

4 Blocks from Actual Center of City  
515-525 W. Baltimore St. — 502-508 W. Redwood St.

## BALTIMORE, MD.

Main Office: 400 Key Highway Established 1888  
Branch Office: N. Y., Wash., Phila., Norfolk**DAVIDSON**

TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 36 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Draymen"

Member of Maryland Furniture Warehousemen's Ass'n

## BALTIMORE, MD.

**FIDELITY**

STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served  
All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

**Baltimore's Modern Fireproof Warehouse**

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

The Men Who Distribute

**'Gold Dust'**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

BALTIMORE, MD.

J. NORMAN GEIPE,  
Pres. & Treas.



**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

HOUSEHOLD GOODS AND  
MERCHANDISE

25 VANS QUICK DELIVERIES  
LONG DISTANCE MOTOR FREIGHT



BALTIMORE, MD.

**McCORMICK WAREHOUSE COMPANY**

LIGHT AND BARRY  
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

BALTIMORE, MD.

**SECURITY STORAGE CO.**

15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE  
MOTOR VAN SERVICE  
EFFICIENT AND COURTEOUS MANAGEMENT

BALTIMORE, MD.

\* AN ASSOCIATED

**Terminal Warehouse Co.**

Operating four Modern Warehouses on tracks of  
Pennsylvania Railroad Company.

Trucking Storage  
Pool Car Distribution  
Financing Bonded Space

Founded  
1893



Resources  
\$750,000

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BOSTON, MASS.

**BANKERS  
WAREHOUSE COMPANY**

General Offices: 24-32 Farnsworth Street  
GENERAL MERCHANDISE

Free and Bonded Storage  
N. Y., N. H. & H. Private Siding

Pool Car Distribution  
Member Mass. W. A.

BOSTON, MASS.

**SHIPPING TO BOSTON?**

Use our complete facilities for  
the expert handling of house-  
hold goods.

Modern equipment for lift vans  
and containers.

T. G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON  
OPERATING DORCHESTER FIREPROOF STORAGE WAREHOUSE  
Members—N.F.W.A.—Mass. W. A.—A.V.L.—Can. W. A.

BOSTON, MASS.

**CONGRESS STORES, INC.**

38 STILLINGS ST.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By  
A.D.T. Service

Member  
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES  
CONTAINER SERVICE

48 Bramfield St. Member Mass. W. A. May. W. A. 3175 Washington St.

BOSTON, MASS.

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.  
General Merchandise Storage and distribution. Negotiable and Non-negotiable  
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-  
peratures.

Pool Car Shipments — Auto Truck Service  
William F. Heavey, President and General Manager

BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Decks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

**MERCHANTS WAREHOUSE CO.**

FISKE WHARF STORES

453 Commercial St.

Boston, Mass.

Free & Bonded Fireproof Stores  
Private Siding—Union Freight R. R.  
A.W.A. American Chain of Warehouses, Inc. M.W.A.



## BOSTON, MASS.

CHARLES RIVER STORES  
131 Beverly Street  
Boston and Maine R. R.

ALBANY TERMINAL STORES  
127 Koealand Street  
Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE  
30 Pittsburgh Street  
N. Y., N. H. and H. R. R.

DIVISIONS OF

# FITZ WAREHOUSE AND DISTRIBUTING CO.

GENERAL MERCHANDISE  
STORAGE

Free and Bonded Space      Pool Car Service



Successors to

FRANCIS FITZ CO. AND THE  
GENERAL STORAGE DIVISION  
OF QUINCY MARKET COLD  
STORAGE AND WAREHOUSE  
CO.

Rail and Motor Truck Deliveries  
to All Points in New England

## FALL RIVER, MASS.

NEW BEDFORD, MASS.  
WATUPPA, MASS.

Mackenzie & Winslow,  
Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

## PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.  
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING      B. & A. R.R. OR ANY R.R.

## SPRINGFIELD, MASS.

## Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
N. W. A.

Daily Trucking Service to  
suburbs and towns within a  
radius of fifty miles.

## BOSTON, MASS.

WIGGIN TERMINALS, Inc.  
50 Terminal St.      Boston (29)      Mass.  
**STORAGE**

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

Established 1830

D. S. WOODBERRY CO.  
P. O. Box 57, North Postal Station, Boston  
FORWARDERS & STORAGE  
Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding

## SPRINGFIELD, MASS.

E. C. Mooney, Pres.

R. C. Reardon, Mgr.

Hartford Despatch and Warehouse Co.  
88 Birnie Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-  
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.  
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-  
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT  
BRIDGEPORT, CONN. AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

## DETROIT, MICH.

### Efficient, Dependable Warehousing

- Fireproof warehouse. Sprinklers. General and cold storage. Ideal location.
- Served by all rail lines entering Detroit. Inside trackage for 22 cars.
- Forty-four sheltered truck docks. Eleven high speed freight elevators.
- 1400-ft. wharf. Equipped to handle all commodities. Large marine house.

DETROIT HARBOR TERMINALS, INC.  
4461 W. Jefferson Ave., Detroit, Mich.

## CAMBRIDGE, MASS.

GEORGE E. MARTIN, Pres.  
Consign Your Lift Van Shipments to Us

CLARK & REID CO., Inc.  
380 GREEN ST., CAMBRIDGE, MASS.  
PACKING, STORING, SHIPPING OF HOUSEHOLD GOODS  
OUR SERVICE INCLUDES ALL GREATER BOSTON

Member of { Massachusetts Warehousemen's Association  
Connecticut Warehousemen's Association  
National Furniture Warehousemen's Association  
Allied Van Lines, Inc.

## FALL RIVER, MASS.

BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

## Keogh Storage Co.

Gen. Offices: Fall River, Mass.  
Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking.

## DETROIT, MICH.

## Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street      Detroit, Michigan

DETROIT, MICH.



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**  
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826  
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

EVERY LOAD INSURED

**UNITED VAN SERVICE**  
DETROIT REPRESENTATIVE

**OWL MOVING & STORAGE CO.**  
9400 MACK AVENUE

TURN YOUR MOVING AND STORAGE PROBLEMS OVER TO OUR EXPERIENCED ORGANIZATION. WE OWN AND OPERATE NEW, MODERN EQUIPMENT WITH ONE RESPONSIBILITY—OUR OWN.

**Thoroughly Serving  
GREATER  
DETROIT**

THE modern warehouse must be more than a building in which merchandise may be stored. With it must go a SERVICE that is always a long step ahead of changing methods of buying and selling. The United States brings to Greater Detroit a COMPLETE Warehousing Service. Our group has earned a national reputation for anticipating storage requirements for every type of commodity—and meeting those demands with ACTION. General Merchandise, Cold or Sharp Freezer Service, Forwarding, Distribution, Storage-in-Transit and Warehouse Financing are all a part of United States Service. Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at anytime at the unique truck docks which are away from the congested thoroughfare. Fireproof construction makes your insurance rates the lowest. USE and DEPEND upon United States Service.

**United States Warehouse Co.**  
1445 Wabash Avenue  
Detroit, Michigan

UNITED STATES  
WAREHOUSE  
CORPORATION

## DETROIT, MICH.

*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.  
*53 Years Satisfactory Service*  
 HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
 MOVING — PACKING — SHIPPING  
 PERSONAL SERVICE GUARANTEED  
 Members A. W. A.—N. F. W. A.

## DETROIT, MICH.

**WAYNE WAREHOUSE CO.**

*Merchandise Storage and Distribution*  
 1965 Porter St. at Vermont, Detroit, Mich.  
 Modern Concrete Building in Downtown Wholesale  
 District on Michigan Central Railroad  
 Prompt, Efficient Handling and Distribution of  
 Merchandise Accounts  
 L. J. McMILLAN, General Manager Member of Distribution Service, Inc.

## DETROIT, MICH.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.  
 STORAGE and MOVING  
 PACKING and SHIPPING  
 Members N. F. W. A.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.  
 COMPLETE WAREHOUSING SERVICE  
 SPRINKLERED RISK G. T. TRUCKAGE

## GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
 DISTRIBUTING SERVICE

**COLUMBIAN STORAGE & TRANSFER CO.**

*Approximately 75% of All Commercial Storage  
 in Grand Rapids Handled Thru Columbian*

## LANSING, MICH.

*"Center of Michigan"***FIREPROOF STORAGE CO.**

H. H. HARDY, Manager  
 SERVICE—SAFETY—SATISFACTION—GUARANTEED  
 MOVE—PACK—CRATE—TRANSFER  
 FIREPROOF WAREHOUSE—PRIVATE SIDING  
 Merchandise Storage—Pool Car Distribution  
 Member of A. W. A.

## LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
 Lansing exclusively for household storage.  
**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
 440 No. Washington Ave.  
 (Member of Allied Van Lines, Inc.)



## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
 MERCHANDISE DISTRIBUTION  
 SPRINKLER SYSTEM  
 Private Sidings M. C. R. R.  
 SAGINAW, MICH.

Office  
 N. Michigan Ave.

## MINNEAPOLIS, MINN.

**ANCHOR WAREHOUSE, Inc.**  
**BONDED - FIREPROOF WAREHOUSE**

Exceptional Facilities—Modern Offices  
 Efficient Service, Free Switching from All Railroads  
 Ideally located in the heart of the Wholesale  
 and Shipping District  
 Offering a complete Warehousing and Distribution Service  
*Inquiries Solicited*  
 730-740-750 Washington Ave., North

## MINNEAPOLIS, MINN.

Established 1880

**CAMERON****TRANSFER & STORAGE CO.**

734-758 Fourth St. No.  
 Conveniently located on CBQ & GN Ry. tracks.  
 Local and long distance motor truck service.

## MINNEAPOLIS, MINN.

# KEDNEY

## WAREHOUSE COMPANY

*Complete Distribution Service*

## MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000  
 square feet of modern,  
 low insurance rate space.  
 Protected by A.D.T. fire  
 alarm system. Private  
 railroad sidings on G.N.  
 and C.B.&Q. Motor trucks  
 for prompt store-door  
 delivery.

## ST. PAUL

8th &amp; Johns St.

Operating 150,000  
 square feet of modern  
 reinforced concrete space,  
 with sprinkler protection.  
 Private railroad sidings  
 on G.N. and C.B.&Q. Motor  
 trucks for prompt store-door  
 delivery.



ST. PAUL, MINN.

## MINNEAPOLIS, MINN.

\* AN ASSOCIATED

*For the Northwest Market***MINNEAPOLIS TERMINAL WAREHOUSE COMPANY**

provides complete storage and  
 distribution services for the  
 Northwest Market for many of the largest National  
 distributors.

**ST. PAUL TERMINAL WAREHOUSE COMPANY**

offers the same progressive services  
 and facilities under the same  
 management. We invite your inquiries.





Here you get close to MINNEAPOLIS Buyers

MINNEAPOLIS, MINN.

## The Northwestern TERMINAL

PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

ROCHESTER, MINN.

## Carey Transfer & Storage

903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. MinnWA.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

## CENTRAL WAREHOUSE COMPANY SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

**MERCHANDISE STORAGE**  
DISTRIBUTION COLD STORAGE  
\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

**DISTRIBUTION SERVICE, INC.**

100 Broad St. NEW YORK CITY 219 East North Water St. CHICAGO 625 Third St. SAN FRANCISCO  
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

ST. PAUL, MINN.

AN ASSOCIATED

For the Northwest Market

## ST. PAUL TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

## MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.

JACKSON, MISS.



## RICKS STORAGE CO.

BONDED WAREHOUSEMEN  
Complete Warehouse Facilities for Storage and Distribution  
MERCHANDISE  
Experienced Organization and Equipment for  
MOVING, PACKING and STORING  
HOUSEHOLD GOODS  
Modern Buildings, Sprinklered, Private Siding ICRR Co.  
Low Insurance Rate  
MOTOR TRUCK SERVICE

JEFFERSON CITY, MO.

## TRANSPORTATION WAREHOUSING

## Commerce Cartage Co.

MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of National Furniture Warehousemen's Association

JOPLIN, MO.

## Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates  
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

## it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

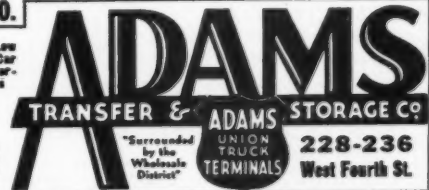
Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors via rail or daily motor service to entire Southwest.

MEMBER OF  
American Chain of Warehouses  
American Warehousemen's Association  
Traffic Club  
Chamber of Commerce



KANSAS CITY, MO.

## CENTRAL STORAGE CO.

Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

## CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating  
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

## MONARCH STORAGE

DAN P. BRAY, Pres.

Main Office  
1810 E. 51st St.

Branch Office  
29th & Main

Member of Mayflower Warehousemen's Association

## KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**

Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.  
Distribution and Storage Merchandise and H. H. Goods.  
Pool Cars Promptly Handled and Reports Mailed in.  
Motor Truck Service, City and Interurban.

**LOWEST INSURANCE RATE IN KANSAS CITY**  
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**The Only Way Transfer and Warehouse Co.**

*"31 years of continuous service"*

Merchandise Storage Cartage In the heart of the Freight  
Pool Car Distribution House and Wholesale District

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**RADIAL WAREHOUSE COMPANY****POOL CAR**

Shipments Forwarded Without Drayage Charge

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Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

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**The H. H. SMITH STORAGE CO., Inc.**

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Private Sidings—CBQ—U.P.Rys.

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**WALNUT STORAGE**

**BONDED  
WAREHOUSE  
COMPLETE  
FACILITIES**

Member of ASSOCIATED WAREHOUSES, INC.

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BONDED AND FREE

**TERMINAL WAREHOUSES, Inc.**

MERCHANDISE AND COLD STORAGE

LOW INSURANCE

MONEY ADVANCED ON STAPLE COMMODITIES

SEE DIRECTORY PAGE 220

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**COLUMBIA  
TERMINALS  
COMPANY**  
400 South Broadway

**\$3,000,000.00  
INVESTED . . . . TO SERVE YOU**

Merchandise storage with low insurance, and guaranteed responsibility. Modern Buildings. Large Fleet of up-to-date trucks and trailers.

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**Unsurpassed Facilities for Handling  
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*Your Interests Will Be Safely Guarded*

**BENA.  
LANGAN  
STORAGE & VAN CO.**

5201 Delmar Blvd.

Member Chamber of Commerce, May. W. A.

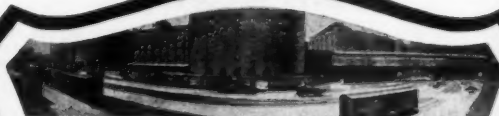
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*"Business Making Service"*

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Cupples Station, including Warehouses Nos. 4 and 5, connected with Union Freight Station by tunnel.

**Largest INDUSTRIAL WAREHOUSE ORGANIZATION IN ST. LOUIS**

Five separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Complete bonded and tax-paid facilities for domestic and imported wines and liquors.

American Chain of Warehouses, Incorporated.

Member of: Midwest Warehouse and Transfermen's Assn.  
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New York Office  
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Phone 2-1228

GENERAL OFFICES  
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St. Louis, Mo.

Chicago Office  
53 W. Jackson  
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**ST. LOUIS TERMINAL WAREHOUSE CO.**

ST. LOUIS, MO.

**St. Louis Mart, Inc.**  
Warehouse Division



**Merchandise Storage**  
State and U. S. Customs Bonded  
12th Blvd. at Spruce St. St. Louis, Mo.

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1876 1934  
**Borley Storage & Transfer Co., Inc.**  
Pool Car Distribution  
FIREPROOF BONDED  
FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 8th Street

35,000 Sq. Feet  
Grand Island, Nebraska  
311 W. 4th Street

**SULLIVANS**  
1889 45 Years of Continuous Service 1935

Merchandise and Household Storage—Pool Car Distribution  
General Cartage—Trucking—Assembling  
We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the O. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co. Grand Island Storage Co.  
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LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consignments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

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RECEIVING, FORWARDING AND FINANCIAL AGENT  
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FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

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Member of N.F.W.A.—A.W.A.

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Van & Storage Co.

OMAHA, NEBR.

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Storage  
Warehouses, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

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Member: A.W.A.—N.F.W.A.

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Member: American Chain of Warehouses, Inc.

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**MERCHANDISE — HOUSEHOLD GOODS**

*Complete Warehousing and Distribution Service.*

Fireproof Building... Trackage... Motor Trucks.

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Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

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Make Our Warehouse Your Branch Office for  
Complete Service in New Hampshire

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**McLANE & TAYLOR**

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Goods, Storage, Cold Storage, Unexcelled Facilities.

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Agents for Aero Mayflower Transit Company.

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STORAGE SHIPPING PACKING  
HOUSEHOLD GOODS

Most Modern Equipment in North Jersey  
Complete Warehouse Service  
Motor Vans for Local and Long Distance Hauling  
Members N. J. F. W. A. and N. F. W. A.  
Agent: Allied Van Lines, Inc.

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## K. &amp; E. DeLuxe Padded Van Co., Inc.

Up-to-date facilities for lift van consignments

Four story modern storage facilities, private siding  
on central railroad, distribution of pool car shipment,  
and a fleet of large padded vans assure speedy delivery.

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STORAGE

DISTRIBUTION

## ESSEX WAREHOUSE COMPANY

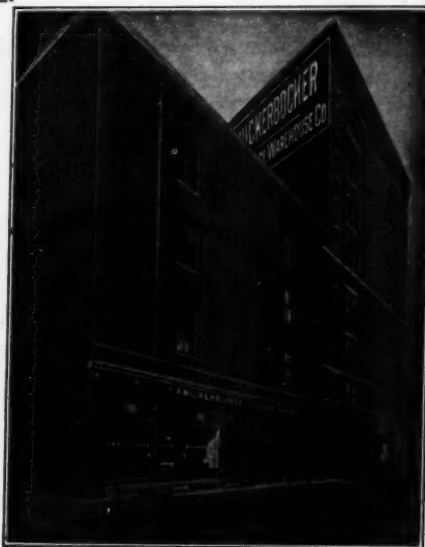
600 Ogden St., Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered  
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Fine,  
Clean,  
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Vaults.  
Central  
Location.  
Equip-  
ment  
for  
handling  
your  
consign-  
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promptly  
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intelli-  
gently.

Knickerbocker Storage  
Warehouse Company

Newark's Leading Warehouse  
96 to 106 Arlington Street

John Mulligan, Pres. Wm. Mulligan, Vice-Pres.  
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MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
EQUIPMENT

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Lehigh Warehouse &  
Transportation Co., Inc.

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Storage and Distribution of  
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Lehigh Valley Railroad siding.

We operate our own fleet of Motor

Trucks making store door

delivery within a radius

of 30 miles.



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FIREPROOF STORAGE WAREHOUSES

Offices: 12-16 Grove St.

Members N.J.F.W.A. &amp; N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists  
Somerville, N. J. New Brunswick, N. J. New York City  
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NEWARK, N. J.

"Serving Metropolitan New Jersey"

## SOUTH ORANGE STORAGE CO., INC.

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Carloads Distributed.

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Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a spe-  
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Member  
American Chain of Warehouse  
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## ALBANY, N. Y.

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(Bonded)

STORAGE and DISTRIBUTION

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General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

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**Peter F. Reilly's Sons**

Fireproof Warehouses  
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"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

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Established 1873

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**Knowlton Warehouse Co.**

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POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING

BUFFALO, N. Y.

Let us care for your needs in Buffalo

**Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling pool cars. No cartage on railroad shipments.

Lowest insurance rates

Stores autos and general merchandise

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SCHOELLKOPF AND CO., Inc.

Offices 100 Perry St.

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GENERAL MERCHANDISE STORAGE & DISTRIBUTION  
POOL CARS DISTRIBUTED

Private Sidings, Lehigh Valley and all Railroads

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On main line Lacka-Erie-Penna.-L.V.R. Rrs. Free Switching. WE ARE SPECIALISTS on Storage and Distribution of Pooled cars. Let us SERVE you and Prove it.

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WE SHIP SUDDEN.

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PUBLIC STORAGE, SPRINKLER SYSTEM  
LOWEST INSURANCE

On main line of N.Y.C., West Shore R.R., and New York State Barge Canal. U. S. Customs Bonded

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We pack goods for shipment, and have a fleet of vans for prompt deliveries.

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Largest and Oldest Established Warehouses in Brooklyn  
Modern in Every Respect

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MERCHANDISE—HOUSEHOLD GOODS



Pool Cars—Truck and Van Service



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Austin St. and Herriek Ave.

Storage and Shipping of Household  
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LITTLE NECK  
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Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



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**Route Shipments for Long Island To  
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Specializing in Packing and Shipping  
High Grade Furniture and Art ObjectsAdjacent to Largest R. R.  
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Plains, Scarsdale, Bartonsdale. Send B/L to us at  
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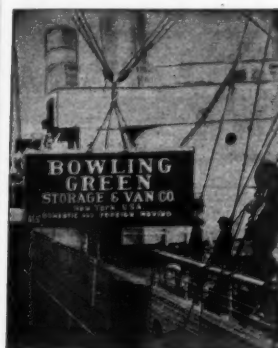
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Centrally Located—250,000 Square Feet—Prompt Service

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Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities  
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SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

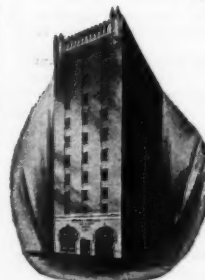
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ESTABLISHED 1870

Two centrally located modern fire-  
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your New York repre-  
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The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.  
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Agent for **ALLIED VAN LINES, INC.** Nation-wide Long Distance Moving. A National Organization owned and operated by the leading storage warehouse companies in the United States.  
Members N. F. W. A., N. Y. F. W. A. and N. Y. S. W. A.

NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO

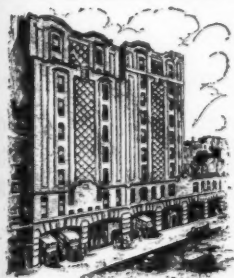


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Offices: 810-812 East 170th St.  
Members N.F.W.A., N.Y.F.W.A.

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William F. Hahn, Pres. Fred J. Hahn, Sec. & Treas.  
**STORAGE—MOVING—PACKING**  
We Specialize in Lift Van Shipments



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126-130 WEST 107th ST., N. Y. C.

**HAHN BROS.**

**FIREPROOF WAREHOUSES, INC.**

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— AND —

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Efficient and Capable Organization  
Modern Fireproof Buildings  
Personal Supervision

Member Mayflower Warehousemen's Association

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AN ASSOCIATED

**LACKAWANNA**  
**TERMINAL WAREHOUSES, INC.**

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(Six hundred feet from the Manhattan Tunnel Plaza)

**SUPERIOR DISTRIBUTION**

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.  
♦ Traffic experts route your shipments via dependable lines at minimum charges. ♦ Side track facilities and L. C. L. Freight station in same building. ♦ Coastal Steamship connections, eliminate unnecessary cartage expense. ♦ Direct Motor Truck Store Door Delivery Service covering wide area. ♦ Pool Car Distribution. ♦ Modern Building and Minimum Insurance Rates.



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**Offering a Superior Service  
at a Reasonable Price . . . .**

**Fireproof Vaults**

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**Safe Deposit Vaults**

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



**Lincoln Warehouse Corporation**  
1187 to 1201 Third Ave., at 69th and 70th Sts.

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NEW YORK, N. Y.

Up-to-the-minute perpetual inventory.  
Current balance-in-stock immediately available.

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**TERMINAL WAREHOUSE, Inc.**

385 Gerard Ave., at East 144th St. and Harlem River  
GENERAL MERCHANDISE  
AND NEW AUTOMOBILE STORAGE

Central and convenient location adjacent to up-town grocery center. Lehigh Valley Railroad tracks in the building. Concrete fireproof construction. Sprinkler system. Clean floors. Orderly arrangement. Sunlight and ventilation on four sides. Lowest insurance rate in the Bronx—15¢ per \$100. Prompt service.

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*Service That Has Stood The Test*GENERAL MERCHANDISE STORAGE AND DISTRIBUTION  
IN THE VERY CENTER OF NEW YORK3 Railroad Sidings: N. Y. C. R. R., Erie R. R., Lehigh Valley  
Fleet of Motor Trucks for Every Kind of Transportation Need  
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Custom House License No. 111

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Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

## IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland TunnelUnusual facilities and unlimited experience in forward-  
ing and transportation. Motor truck service furnished  
when required, both local and long distance. Lehigh  
Valley R.R. siding—12 car capacity—in the building.  
Prompt handling—domestic or foreign shipments.

## MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.

601 West 26th St., N. Y. C.

## NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

## ROYAL WAREHOUSE CORP.

GENERAL MERCHANDISE  
STORAGE—DISTRIBUTION—POOL CARSLocated in the Hub of Greater New York  
Crane Equipped

Long Island City

New York

## NEW YORK, N. Y.



## SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester  
County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000  
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

## NEW YORK, N. Y.

## Seaboard Storage Corporation

New York Office: 99 Wall St.

*Distribution in the Metropolitan Area.*Steamship facilities — Railroad connections — Motor  
truck distribution — One Responsibility.Port Newark Terminal  
Foot of Doremus Ave.Brooklyn Terminal  
Foot of Smith St.

## NEW YORK CITY, N. Y.

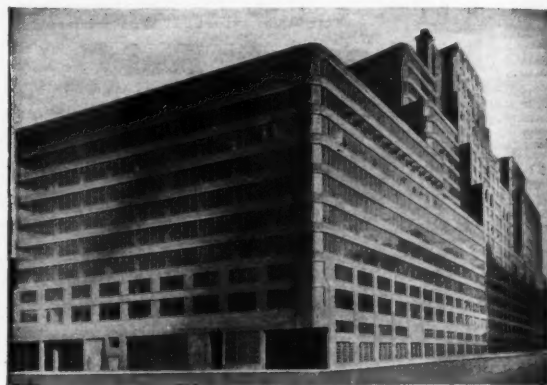
## WARWICK-THOMSON CO.

507-517 West 39th St., New York City

STORAGE—TRUCKING—DISTRIBUTION  
POOL CARS—CAR LOTS AND LESS CAR LOTS  
STORE DOOR DELIVERY & FORWARDING

The Men Who Distribute

## Purina Whole Wheat Flour

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of WarehousesSTARRETT LEHIGH  
BUILDING

## Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and  
West 27th Streets and 11th and 13th Avenues, New  
York City, affords an excellent location for manufac-  
turing and distribution.

## IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

## INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manu-  
facturing and distributing plant, sales and display  
offices. It is situated on wide thoroughfares in the  
center of Manhattan.Nationally-known concerns, already occupants of the  
building, have been able materially to lower their New  
York operating costs and at the same time increase  
their efficiency. You, too, can save here.

## Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHickering 4-0297

ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse  
55-55 Railroad Street  
General Merchandise Storage - Distribution  
Household Goods Storage - Shipping  
Pool Cars Distributed and Reshipped  
Direct R. R. Siding N. Y. Central  
in the Center of Rochester

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise  
N. Y. C. R. R. 10 Car Capacity, Private Siding  
Pool Car Distribution Motor Service  
Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.  
Member of A. W. A.

ROCHESTER, N. Y.

**ROCHESTER  
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.  
MERCHANDISE STORAGE - DISTRIBUTION AND  
FORWARDING - STORE DOOR DELIVERY

SCHENECTADY, N. Y.



**Schenectady Storage and Trucking  
McCormack Highway  
Transportation**

Offices: 160 Erie Blvd.  
General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.



Fireproof Throughout  
**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.  
Protected by Automatic Sprinkler  
Consign your Household Goods Shipments in our care  
MOVING - STORAGE - PACKING - SHIPPING  
Mdse. Storage Pool Cars Handled  
Private Siding

SYRACUSE, N. Y.

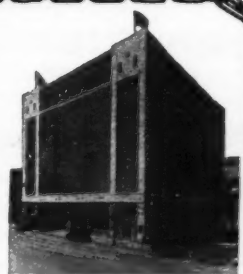
**Get the Details  
of Our Service**

Get ALL the facts about  
our complete distribution  
and warehousing service  
and see how it will help  
you make more sales and  
a bigger profit in New  
York State.

Member AWA, ACW  
NFWA, AVL

**Great Northern Warehouses, Inc.**

348-360 W. Fayette St., Syracuse, N. Y.



The Men Who Distribute

**Ivory Soap**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

SYRACUSE, N. Y.

**DISTRIBUTION KING STORAGE**

SINCE 1897



MERCHANDISE

HOUSEHOLD  
GOODS

MOTOR FRT.  
STORE DOOR  
DELIVERY

MEMBERS  
A.W.A. N.F.W.A.  
AGT. A.V.L.

Represented by  
Distribution Service, Inc.—New York—Chicago—San Francisco

UTICA, N. Y.

**Broad Street Warehouse Corporation**

Broad & Mohawk Sts., Utica, N. Y.  
MODERN STORAGE WAREHOUSE  
100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.  
Sprinklered and Heated. Private Offices for Manufacturers' Representa-  
tives. Modern Facilities for  
STORAGE - PACKING - DISTRIBUTION - FORWARDING  
Of Merchandise, Automobiles, Household Goods  
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**

of Utica, N. Y.

The Heart of New York State and natural distributing  
point. "Jones of Utica" has distributed Merchan-  
dise and Household Goods for 25 years. Every  
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Established 1916

**Utica Warehouse Co., Inc.**

Box 276 Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Stor-  
age in transit on Cotton—Specializing in, Textiles,  
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.  
and N. Y. C.—Private Siding—Sprinklered through-  
out—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

Also serving 107-121 Brookfield St.  
Tarrytown One of the most modern and best equipped  
Scarsdale Storage Warehouses in Westchester.  
Hartsdale Household Goods Exclusively  
Mamaroneck Low Insurance Rate  
Port Chester Packing—Crating—Shipping  
Larchmont Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, INC.**

Office & Warehouse: 253-257 Hamilton Ave.  
Household Goods Moving, Storage, Packing, Shipping  
Prompt service for any point in Westchester County  
Member N.Y.F.W.A.

YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in West-  
chester County—serving entire county.



## CHARLOTTE, N.C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N.C.

**MERCHANDISE STORAGE**Pool Car Distributors  
Private Sidings**UNION STORAGE & WAREHOUSE CO., INC.**  
(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25¢

MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

## WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION

MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

## FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**

General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two  
sprinkler equipped and two fireproof construction. Low insurance  
rates. Common storage, cold storage and household goods. Ship in  
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—M.N.W. WA—NFWA.

## AKRON, OHIO

**Cotter-City View Storage Co.**

Main Office: 70 CHERRY ST., AKRON, OHIO

100,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient  
location, ideally suited for clean, careful storage of**HOUSEHOLD GOODS and MERCHANDISE**Distribution area: Akron, Barberton, Cuyahoga  
Falls. Special attention to pool cars. Low trans-  
fer rates.**LONG DISTANCE MOVING**

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. &amp; O. R. R. Free switching all

roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



## AKRON, OHIO

**The KNICKERBOCKER**

WAREHOUSE &amp; STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long  
distance moving.

## CANTON, OHIO

MEMBER

**CANTON STORAGE, Inc.**  
4TH AND CHERRY N.E.

MERCHANDISE—HOUSEHOLD GOODS

COLD STORAGE

U. S. GENERAL BONDED WAREHOUSE

U. S. CUSTOMS BONDED WAREHOUSE

DISTRIBUTORS

Also Members: A.W.A.—O.F.W.A.—O.W.A.—A.C.W.

## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**Operating large modern warehouses for the storage of general merchandise at  
Second and Smith Sts. and at Sixth and Baymiller Sts.Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,  
etc., where a low temperature is maintained.Special attention given to reshipping in L.C.L. lots the same day orders are  
received. Facilities for storage of Oil, Grease, Chemicals, and goods requiring  
cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts.

FRED W. BERRY,

Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

## CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE  
—WITHOUT THE OVERHEAD**Modern — Efficient — Responsible**EVERY DISTRIBUTION AND  
WAREHOUSING SERVICE  
KNOWN TO THE TRADE**CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

## CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage

Penn. R.R. Siding

Pool Cars

Inter-City Truck Depot



## CINCINNATI, OHIO

MEMBER

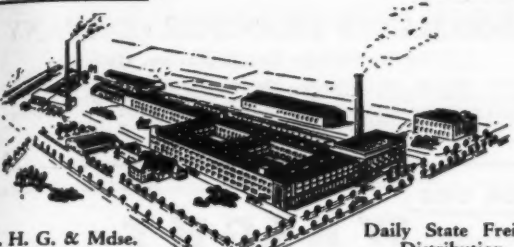
**The "A" Naish Moving and Storage Co.**

3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction,  
40,750 Sq. Ft. Consign Shipments to Oakley Sts. of  
B.&O. Distribution of Pool Cars. Transfers Household  
Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO



H. H. G. & Mdse. Daily State Freight Distribution


**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System and Steam Heated

C.F.W.A. O.W.A.

CLEVELAND, OHIO




**BRITTEN TERMINAL Inc.**

General Merchandise Storage and Distribution  
Moving and Household Storage  
Cartage

2775 PITTSBURGH AV.

Telephone PHospect 2970

CLEVELAND, OHIO



**THE DISTRIBUTION TERMINAL & COLD STORAGE CO.** CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Ultra-Modern Plant      Trunk Line Terminal Complete Service

Continental-wide Connections

CLEVELAND, OHIO

**THE GREELEY-GENERAL WAREHOUSE CO.**

Main Office:  
New York Central Orange Ave. Terminal, Broadway & E. 15th St.  
175,000 Sq. Ft. of Available Floor Space; Track Capacity 100 Cars; Operating our own Motor Truck Equipment.

Represented by The American Chain of Warehouses  
J. W. TERREFORTE      W. H. EDDY  
250 Park Ave., New York City      53 W. Jackson Blvd., Chicago, Ill.

Member of A.W.A.—Rotary International—Cleveland Chamber of Commerce

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER SERVICE TERMINAL**

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.  
Private Siding Erie Ry. East 37th St. Whse.  
In Northern Ohio Food Terminal Area

CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.

**LINCOLN STORAGE**

Geo. A. Rutherford, Pres. W. B. Thomas, Vies.-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

A WAREHOUSE IN EACH MAJOR SECTION OF THE CITY GIVES

**ADVANTAGES**

of special Storage Facilities . . . Low Insurance Rates . . . Quick Deliveries.

**The NEAL STORAGE COMPANY**

CLEVELAND OHIO

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

CLEVELAND, OHIO

"In THE HEART OF CLEVELAND"

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION  
HEATED LIQUOR STORAGE  
CUSTOMS BONDED WAREHOUSE  
LEASE SPACE

A MODERN, FIRE-PROOF STRUCTURE WITH ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

**THE OTIS TERMINAL Warehouse Co.**

1300-38 W. NINTH ST. CLEVELAND, OHIO  
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

**RAILWAY WAREHOUSES, INC.**

BUILDERS OF BIGGER AND BETTER BUSINESS

3540 GROTON AVE. S. E. CLEVELAND, OHIO

## COLUMBUS, OHIO

W. Lee Catter, Pres.

Wm. J. O'Neill, Mgr.

MERCHANDISE  
STORAGEPOOL  
CARS

Established 1882

This modern, clean, and well ventilated warehouse provides thorough protection for your merchandise. Bonded Storage Facilities. Private Siding New York Central Railroad. Free switching from all railroads. MEMBER OHIO WAREHOUSEMEN'S ASSOCIATION

**THE COLUMBUS TERMINAL WAREHOUSE CO.**  
COLUMBUS, OHIO

## COLUMBUS, OHIO

Member of Associated Warehouses, Inc.

## COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

## DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



**EDWARDS TRANSFER AND STORAGE CO.**  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## COLUMBUS, OHIO

CHAS. F. CORAGAN, PRES.  
IDEALLY LOCATED

COLUMBUS:—In the Center of Ohio.  
THE MERCHANDISE WAREHOUSE CO.:—In the Center of Columbus.

SERVICE:—That means more business for you at less expense.  
Let us serve you at Columbus.

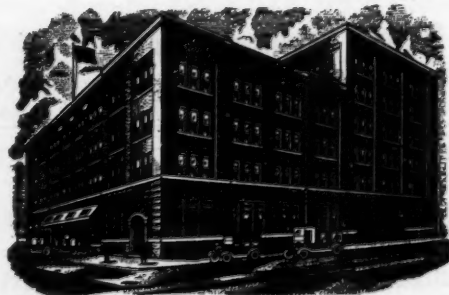
PRIVATE SIDING ON  
N. Y. CENT. RY.  
U. S. Customs Bonded



**The Merchandise Warehouse Co.**  
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

## COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTIONFIRE  
PROOFLOW  
INSURANCE

THE NEILSTON WAREHOUSE CO.

## MARION, OHIO

## MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

MEMBER MAY. W. A.

## MARION, OHIO

## WRIGHT

TRANSFER &amp; STORAGE CO.

EST. 1888

MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.

## MIDDLETOWN, OHIO

Pres. &amp; Gen. Mgr. A. Jackson

## THE JACKSON &amp; SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

## SPRINGFIELD, OHIO

WAGNER WAREHOUSE  
CORPORATION

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

## STEUBENVILLE, OHIO

Z. L. TRAVIS, Pres. and Gen. Mgr.

## Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet  
Reinforced Concrete

Household Goods Packed,  
Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members: N.F.W.A.—O.W.A.



## TOLEDO, OHIO

## GREAT LAKES TERMINAL WAREHOUSE CO.

of Toledo  
355 Morris Street

General Merchandise, Cold Storage and Distribution  
U. S. Customs Bonded Warehouse, Storage in Bond  
Store Door Delivery Complete Service  
Private Siding New York Central and B. & O. R. R.  
Member American Chain of Warehouses

## TOLEDO, OHIO

## TOLEDO TERMINAL WAREHOUSE, INC.

128-138 Vance St.

Merchandise Storage and Distribution  
Excellent Service

Member A. W. A.



YOUNGSTOWN, OHIO



**FISHER-GILDER**

Cartage & Storage Co.  
Fireproof Warehouse  
Household Goods and Merchandise  
Established 1878

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—S. W. A.

**Commercial Warehouse Co.**

50,000 sq. ft. for Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution



MOTOR  
TRUCKS  
& TEAMING  
  
HOUSEHOLD  
GOODS  
  
MERCHANDISE

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law  
**Oklahoma Bonded Warehouse Company**  
Merchandise Warehousing  
Pool Car Distribution

Free Switching  
Private Trackage  
P. O. Box 1223

50,000 Sq. Ft.  
Floor Space.  
Fireproof

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Associations

TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET



PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

1306 N. W. HOYT STREET

General Merchandise Storage and  
Distribution

Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION  
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

**DISTRIBUTION A SPECIALTY**

Low Rates—Prompt Service—Commercial Accounts Only

Let us be Your Pacific Coast Agents  
Complete Warehouse and Drayage Facilities—19 Motor Trucks  
Just consign your LCL or Carload Shipments to

**RAPID TRANSFER & STORAGE CO., INC.**

630 NORTHWEST 10TH AVE. PORTLAND, OREGON  
and we will do the rest. Member of OroWA—FD&WA

PORTLAND, ORE.

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

ALTOONA, PA.

Route your RAIL & TRUCK shipments  
care of

**ALTOONA STORAGE & TRANSFER CO.**

2701 Industrial Ave., Altoona, Pa.

P.R.R. track connections

STORAGE—CHECKING POOL CARS—DISTRIBUTION

Door to Door deliveries from storage stock  
to Central Penna. points

BETHLEHEM, PA.



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

Lehigh and New England Terminal Warehouse Company  
15th Avenue, North of Broad Street, Bethlehem, Pa.

## ERIE, PA.

**Erie Storage & Carting Co.**

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers. Members of N. F. W. A.—P. F. W. A.—Rotary and Kiwanis Clubs



## LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. &amp; R.

## HARRISBURG, PA.

**Pool Cars**Efficiently  
Handled  
Merchandise  
and  
Household  
Goods Storage**HARRISBURG STORAGE CO.**P. R. R. Sidings HARRISBURG, PA.  
American Warehousemen's Association, National Furniture  
Warehousemen's Association, Penna. Furniture Warehousemen's  
Association, American Chain of Warehouses

## OIL CITY, PA.

**CARNAHAN****Transfer and Storage**

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

## PHILADELPHIA, PA.

**ATLAS****STORAGE WAREHOUSE COMPANY**

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. &amp; T. A.

WALTER E. SWEETING, President

## HAZLETON, PA.

CHRIST N. KARN, Prop.

**KARN'S TRANSFER & STORAGE**

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping  
Merchandise Storage and DistributionPool Cars Distributed. Local and Long Distance Hauling  
Members of N. F. W. A.

## PHILADELPHIA, PA.

Est. over 40 years.

**FENTON STORAGE CO.**

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

## PHILADELPHIA, PA.

**68 Acres OF FLOOR SPACE**

13 Warehouses located in the foremost wholesale and retail districts, served by both Reading R. R. and Pennsylvania R. R. Trackage facilities for 143 cars. Streets leading to and from loading platforms are wide and well paved, thus eliminating vehicular congestion. Modern fireproof construction provides low insurance rates. High-speed elevators to all floors. Completely equipped pool car departments. No cartage expense on L. C. L. shipments by rail. A personnel especially trained to handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**

Delaware Ave. and Fairmount

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at  
Strategic Distribution Centers**Motor Truck SERVICE**

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.



PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**

General Offices—1811 Market St.

E. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.  
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.  
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

**GALLAGHER'S WAREHOUSES**

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



**MILLER**

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.

PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

**1,750,000 Cubic Feet of Storage Space**

Warehouse with Penn'a R. R. siding for Merchandise  
Large fleet of Local and Long Distance Vans. Expert packers and  
handlers. Let us serve you!

**Haugh and Keenan Storage & Transfer Co.**

Offices and Warehouses, Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

**Kirby Transfer & Storage Co.**

2538 Smallman St.

Pittsburgh, Pa.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT  
**WHITE TERMINAL CO.**

17th & Pike Streets

Food Products

Merchandise

WAREHOUSING

Also operating

**WHITE MOTOR EXPRESS CO.**

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING L. C. L. TO P. R. R.—11TH ST.

PITTSBURGH, PA.

Pool Cars

Distributed

SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

PACKING

SCRANTON, PA.

**THE QUACKENBUSH WAREHOUSE COMPANY**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings

Member of Allied Distribution, Inc.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and

Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

**Attention Shippers**

When you use Distribution and Ware-  
housing for the name of a warehouse in  
any city, please mention the fact you got  
the information from this publication.  
By doing this, you will please the ware-  
houseman and the publishers.



CHATTANOOGA, TENN.

**General Merchandise Storage & Distribution**  
Pool Car Distribution—City Delivery Service—Forwarding  
Agents—Direct Switching Connections into Warehouse—  
Fully Sprinklered Private Siding Low Insurance  
**TEXTILE STORAGE & WAREHOUSE CO.**  
1807 Elmendorf Street  
Efficient Courteous

KNOXVILLE, TENN.

**FIREPROOF STORAGE &  
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.  
201-211 Randolph St.  
Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
Pool Cars distributed. made.

MEMBERS  
American Warehousemen's Ass'n  
**PROMPT AND EFFICIENT SERVICE**

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paull, Treas.

**Rowe Transfer & Storage Co.**  
416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.

Agent, Aere Mayflower Transit Company  
Member, Mayflower Warehousemen's Association & So. W. A.



MEMPHIS, TENN.

S. S. DENT, Pres.

**General Warehouse & Distributing Co.**  
435 So. Front St.

"Good housekeeping, accurate records, Personal Service"  
Located in the center of the Jobbing & Wholesale district.  
Sprinklered Low Insurance  
Private R. R. siding Perfect service  
Member of M.W.A.

MEMPHIS, TENN.

Pres. J. H. POSTON  
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**  
INCORPORATED

671 to 679 South Main St.  
Established 1894

Insurance Rate \$1.41 per \$1,000 per Annum  
**DISTRIBUTION A SPECIALTY**

MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE CO.**

2-6 East and 2-12 West Calhoun Avenue  
Memphis, Tennessee  
Merchandise Storage and Pool Car Distribution  
**"SERVICE"**



The Men Who Distribute  
**U. S. Envelopes**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

NASHVILLE, TENN.



MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE  
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING  
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

**BOND-CHADWELL Co.**

124 First Avenue, N. 1625 Broadway

NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest  
Insurance Spot Stock and Pool  
Car Distribution — Private  
Siding — Free Switching  
Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

**BONDED WAREHOUSES**

AMARILLO AND LUBBOCK, TEXAS

Member S. W. A.—Amarillo Warehousemen's Association  
—American Chain of Warehouses



AMARILLO, TEXAS

**BISHOP**

**WAREHOUSE & STORAGE CO.**

Between 5th & 6th on So. Grant St.

Operating two self-owned warehouses. Largest most modern in city.  
Goods of any size or quantity handled. Capacity 368 cars. WARE-  
HOUSING — STORAGE — TRANSFER — FORWARDING — DISTRI-  
BUTION — POOL CARS.

AUSTIN, TEXAS

**AUSTIN  
FIREPROOF  
WAREHOUSE**

AUSTIN, TEXAS  
GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.  
May Crocker—Sec. & Treas.

**CROCKER**  
**TRANSFER AND STORAGE CO., Inc.**

Established 1912  
Distribution Pool Cars or Boat Shipments  
Merchandise & Household Goods

Storage—Drayage—Crating  
Members — A.W.A. N.F.W.A. S.W.T.A.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN**  
**TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES  
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION LOCAL DRAYAGE  
E. K. MEISENBACH JACK ORR

DALLAS, TEXAS

E. D. Balcom

Gus E. Weathered

**DALLAS TRANSFER AND**  
**TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse Space

Operators of Lone Star Package Car Company  
(Dallas Division). Daily service via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Semi-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses  
Southwest Warehouse & Transfermen's Assn., Rotary Club.



DALLAS, TEXAS

**Dallas-Trinity Warehouse Company**  
"Courtesy With Unexcelled Service"  
Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.  
Ft. Worth, Texas Corsicana, Texas  
Member of N.F.W.A.—A.W.A.—S.W.A.

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof**  
**Storage & Transfer Co.**

For Fireproof Storage and  
Distribution Service

Fireproof—16c Insurance Rate

Merchandise

Storage and

Distribution

Our new one-half million dollar  
plant.

Household Goods Stored, Moved,  
Packed and Shipped.

DALLAS—The Logical Distribution  
City for the Great Southwest.

**The Interstate Fireproof Storage & Transfer Co.**

W. I. Ford

301-07 North Market Street  
Associate Managers

R. E. Eagon

FORT WORTH, TEXAS

**GENERAL CARTAGE CO.**

1212 E. Lancaster Ave., Fort Worth, Texas

FIREPROOF STORAGE  
MERCHANDISE & HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

FORT WORTH, TEXAS

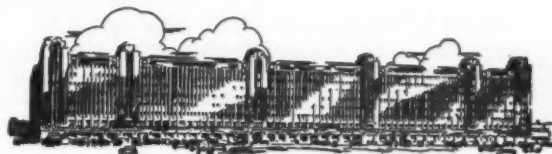
Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Company, Inc.**

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, OFFICE DISPLAY  
AND WAREHOUSE SPACE

Texas and Pacific

Terminal Warehouse Co.

HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

V. F. GILLESPIE, Gen. Mgr.

**Gulf Warehouse & Transport Co.**

Goliad and Morin Sts., Houston, Texas

Merchandise Storage—Pool Car Distribution—  
Low Insurance Rates

Your Progressive Branch in the  
Southwest's Most Progressive City

HOUSTON, TEXAS

Subscriber to Merchandise Warehousing  
Trade Code Certificate No. 34-336

**PATRICK TRANSFER & STORAGE CO.**

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution

Operators—Houston Division  
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL**  
**WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street  
Chicago Office: 427 West 27th Street

FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space;  
with our private side and free switching to Fort Worth's eleven Trunk Line  
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.



## HOUSTON, TEXAS

IN HOUSTON

**Westheimer  
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service  
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY  
Saml. S. Hurwitz President  
Members N. F. W. A.  
State and Local Assn.

## LONGVIEW, TEXAS

**ROY WILSON TRANSFER & WAREHOUSE CO.**  
BONDED

Household Goods and Merchandise Storage  
Pool Car Distribution  
Store in Longview—the most centrally located city  
in the East Texas Oil Field

## SAN ANTONIO, TEXAS

**Central Warehouse and Storage Co.**  
Merchandise Warehouse Hollow Tile Building,  
Concrete Floors. Consign shipments via South-  
ern Pacific. Distribution of pool cars. Transfers  
Household Goods.

Member of S. W. A.

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.**  
FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service  
50 years of satisfactory service  
Member of American Chain of Warehouses

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
BONDED FIREPROOF

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE  
Dependable Service Since 1913

## SAN ANTONIO, TEXAS

**Scobey Fireproof Storage Co.**

HOUSEHOLD - - - MERCHANDISE  
COLD STORAGE - - - CARTAGE  
DISTRIBUTION

INSURANCE RATE - - - 10c  
Members of 4 Leading Associations

## SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER CO.**  
FIREPROOF BONDED STORAGE

Lowest insurance rate in San Antonio  
Receivers and Forwarders of Merchandise

## TYLER, TEXAS

**EAST TEXAS TERMINAL WAREHOUSE CO., Inc.**

Serving the World's Largest Oil Field  
and All of North and East Texas.  
The highest type of BONDED Storage  
and Warehouse facilities.  
POOL CAR DISTRIBUTION  
Member—T.S.W.T.A.

415-17 N. College and Cottonbelt tracks.

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

## WICHITA FALLS, TEXAS

**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory  
**Tarry Warehouse & Storage Company, Inc.**

Members { National Furn. Warehousemen's Assn.  
Southwest Warehouse & Transfomers's Assn.  
See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH

**Western Gateway Storage  
Company**

COLD AND DRY STORAGE

A Modern Commercial Warehouse  
Bonded Service

Member American Warehousemen's Assn.

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribu-  
tion. Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

**DOOLY TERMINAL WAREHOUSE**  
213 SOUTH FIRST WEST

Lowest Insurance—Sprinkler Protected Space.  
Merchandise Storage, Pool Car Distribution.  
Office Facilities, Watchman Protection Supervised  
by A.D.T.

Private Trackage with Free Switching.  
Bonded Service. "IT'S THE LOCATION"

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by

**DISTRIBUTION SERVICE, INC.**

180 Broad St. 219 East North Water St. 425 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Bowling Green 9-0936 Phone Sup. 7180 Phone Sutter 3441

An Association of Good Warehouses  
Located at Strategic Distribution Centers

The Men Who Distribute

**Walker's Chile Con Carne**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses



SALT LAKE CITY, UTAH

"This is the Place"

**FOR BETTER SERVICE**  
**SECURITY STORAGE & COMMISSION CO.**  
*Over 25 Years Experience*

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accommodations - Display Space

New York Chicago Salt Lake  
260 W. Broadway 53 W. Jackson Blvd. 230 S. 4th West


MEMBER:  
A.W.A.—U.W.A.—A.C.W.

SEATTLE, WASH.

**TAYLOR-EDWARDS**  
**Warehouse & Transfer Co., Inc.**  
Free switching service—Low insurance rates  
Associated with leading warehouses through  
**DISTRIBUTION SERVICE, INC.**  
New York Chicago San Francisco  
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.


SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY**  
1990 Railroad Avenue


GENERAL MERCHANDISE STORAGE  POOL-CAR DISTRIBUTORS

100,000 sq. ft. capacity *Established 1900* U. S. Customs Bond  
Free Switching

NORFOLK, VA.

MEMBER  **HOUSEHOLD AUTOMOBILE STORAGE**  
**THE BELL STORAGE COMPANY, INC.**  
NORFOLK, VIRGINIA  
MODERN SPRINKLER EQUIPPED WAREHOUSE  
59,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution.  
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION  
AGENTS: AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & S.W.A.


SEATTLE, WASH.

**WINN & RUSSELL, INC.**  
1014 Fourth Ave., South  
General merchandise storage and distribution  
 Located in the center of wholesale and jobbing district  
Low insurance rates Office and desk space  
Member—A. W. A.—Allied Distribution, Inc.

RICHMOND, VA.

**57 YEARS OF UNINTERRUPTED AND EXPERT SERVICE**  
**BROOKS TRANSFER and STORAGE CO., Inc.**  
1224 W. Broad Street, Richmond, Va.  
Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River.  
Member of S. W. A.—N. F. W. A.

SPOKANE, WASH.

Consign to **SPOKANE TRANSFER & STORAGE CO.**  
A. W. A. 308-316 Pacific Ave. N. F. W. A.  
Merchandise Department  Household Goods Dept.  
Largest Spot-Stocks in the "Inland Empire." (67,000 sq. ft.)  
Assembling and distribution of pool and local shipments.  
Agents for JUDSON.



RICHMOND, VA.

160,000 Sq. Ft. Space  
**VIRGINIA BONDED WAREHOUSE CORPORATION**  
ESTABLISHED 1905 1700 E. CARY ST.  
U. S. BONDED & PUBLIC WAREHOUSES  
MERCHANDISE STORAGE & DISTRIBUTION  
INSURANCE RATES 20¢ PER \$100 PER YEAR  
Member A.W.A.—N.F.A.  
BUILDINGS SPRINKLERED

HUNTINGTON W. VA.

**THE SHIPPING CENTER for**  
**4 STATES**  
Ohio Kentucky Virginia West Virginia  
Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.  
A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.  
**HUNTINGTON WAREHOUSE CORP.**  
1639-41-43-45 Seventh Ave., Huntington, W. Va.  
Member of A.C.W.—A.W.A.

ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**  
Capacity 500 Cars  Automatic Sprinkles  
Private Railroad Siding  Accurate Accounting  
We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.  
Member of American Chain of Warehouses

SEATTLE, WASH.

THOS. WATERS, Pres. F. J. MARTIN, Mgr.  
**A. B. C. STORAGE CO.**  
WAREHOUSING AND DRAYING  
We make a Specialty of Storage for Agents, Brokers and General Merchandise Houses.  
Free Switching Service.  
304 RAILROAD AVE., SO. SEATTLE, WASH.

SEATTLE, WASH.

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**  
SEATTLE, WASH.  
Fireproof Warehouses 220,000 Square Feet  
INSURANCE .133 Cents per \$100.00  
GENERAL STORAGE AND DISTRIBUTING SERVICE  
OPERATING 65 AUTOS Since 1889  
Members of NFWA—ACW—WSWA

The Men Who Distribute  
**Federal Matches**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

For City of Washington, D. C.  
refer to  
**DISTRICT of COLUMBIA**

## LA CROSSE, WIS.

**The Gateway City Transfer & Storage Co.**  
C. B. & Q. R.R. SidingThe logical distribution center for Western Wisconsin,  
Eastern Minnesota, and Northeastern Iowa.Trackage warehouse for merchandise and Free switching service.  
We specialize in pool car distribution.

## LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.**  
GENERAL STORAGEWe make a specialty of storage and pool car distribution for agents,  
brokers, and general merchandise houses.

Free switching service

Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

## MADISON, WIS.



MRS. ROBERT M. JENKINS, Vice-Pres.

**The Union Transfer & Storage Co.**

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

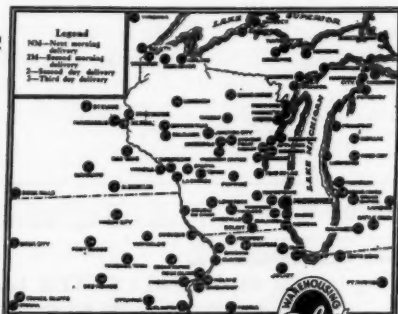
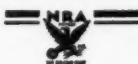
Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road,

Free Switching All Roads

Established 1895

## MILWAUKEE, WIS.

**SPOT STOCKS PLUS SERVICE  
WILL HELP SALES—NOW!**

UNITED STATES CUSTOMS BONDED—WISCONSIN LICENSED AND BONDED

Atlas warehouses, nine in all with over 500,000 square feet of floor space, sprinkler equipped and A.D.T. alarm and watchmen supervised, are ready to speed up your distribution service, safely, economically and efficiently. Ship to us by rail, truck or steamer. Fifty car truck capacity, two docks with water deep enough for any freighter on the Great Lakes—ocean vessels from European ports come direct to us with merchandise for storage.

Atlas at Milwaukee with its trained personnel is in a position to help you with your distribution problems—Write to us today!

**ATLAS  
STORAGE COMPANY**

710 West Virginia St. Milwaukee, Wisconsin

Represented by:

**DISTRIBUTION SERVICE, INC.**100 Broad St.  
New York, N. Y.219 East North Water St.  
Chicago, Ill.625 Third St.  
San Francisco, Cal.

Fast distribution to six states from MILWAUKEE

The Men Who Distribute

**Golden State Milk Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

## MILWAUKEE, WIS.

**"The Million Dollar Warehouse Company"**

**HANSEN STORAGE CO.**

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
18 Warehouses—50 Car Side Track—850 Foot Dock  
DEPENDABLE—EXPERT—QUICK SERVICE

We Specialize in  
Merchandise Distribution and Furnish  
"BRANCH HOUSE SERVICE"

"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
and Have Instructions Follow.  
"We Will Do the Best."

We Own and Operate Large Delivery Equipment

"U. S. Government Bonded Warehouse"

## MILWAUKEE, WIS.

**LINCOLN**

**FIREPROOF WAREHOUSE CO.**  
WAREHOUSE SERVICE ↑ RAILROAD SIDINGS  
OF EVERY DESCRIPTION ↓ DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.  
Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.

**NATIONAL WAREHOUSE CORP.**

468 EAST BRUCE ST.

Patronage National Distributors Solicited  
Office Facilities Pool Car Distribution  
Sidings for 14 Cars No Demurrage Problems  
Our Unique Merchandise Warehousing and Distributing  
plan will save you money.  
Write for it.

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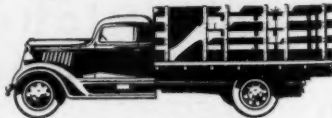
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